A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

December 12, 1966

International Trade Winds Newsletter

Company News

INDUSTRIAL CLEANERS—Crain Chemical Co. of Dallas has appointed Lide Import-Export of Torina, Italy, as distributor of their industrial cleaning products. In addition to carrying in inventory a complete line of the surfactants, Lide will have exclusive sales rights in Italy for other Crain products, including industrial detergents, degreasers and chemical cleaning compounds.

ACID REGENERATION—Dravo Corp. of Pittsburgh has completed construction on a hydrochloric acid regeneration plant at Fukayama, Japan, for Nippon Kokan Kabushiki Kaisha (Japan Steel and Tube Corp.), Tokyo. The plant has begun operations for removing iron from spent pickle liquor used in steel-making.

BANKING—Wachovia Bank & Trust Co., Winston-Salem, N.C., and Fidelity-Philadelphia (Pa.) Trust Co. announce plans to purchase jointly controlling interest in the Banque d'Arbitrage et de Credit in Paris. The bank, whose name will be changed, will have its commercial banking activities and services expanded to serve the needs of large international corporations, thus improving the U.S. balance of payments.

PIPE MANUFACTURING—Torrance Machinery & Engineering, Inc., a Calif. subsidiary of P & F Industries, Inc. of Syosset, N.Y., has been awarded a $13 million contract by the National Iranian Oil Co. to build two pipe-making plants in Ahwaz, Iran. The pipe produced in the new plants will be used to construct a system of gathering and transmission lines to complete Iran's development of its petrochemical industries and the natural gas potential of its oil fields.

SOLID-STATE INVERTERS—The IGE Export Division of General Electric Co. will furnish the National Rayon Corp., Ltd., of Bombay, India, with 15 solid-state inverters having a total capacity of over 5500 kva. The order is the largest ever placed by a rayon producer and the first G.E. inverter system for synthetic fiber production to be installed in Asia.

$85,000 in orders and $450,000 estimated in 12-month sales resulted from the largest privately sponsored show ever held in the Tokyo Trade Center. 29 U.S. manufacturers, all members of American Commercial Incorporated, displayed and demonstrated medical and scientific instruments to more than 1500 buyers. Any U.S. company or its representatives may use U.S. Trade Centers between regularly scheduled shows.

What does North Carolina say to South Carolina? If the subject is exports, North Carolinians tell their neighbors to use U.S. Trade Centers as showcases for the state's products. North Carolina's recent "Apparel Week" use of the Stockholm Trade Center was highly recommended to participants at the annual South Carolina World Trade Conference.

"I have had over 80 business inquiries and an embarrassment of riches in choosing an agent," said the president of Hotpack International of Philadelphia, showing controlled temperature and laboratory environmental equipment at the Laboratory Apparatus and Instrumentation show this fall at the Milan U.S. Trade Center. Five of six companies looking for agents during this exhibition reported success.

Finns now know about 3M Co.'s Scotchgard, the stain repellent for fabrics. They created traffic jams at the 3M exhibit at the U.S. Exhibition at the 1966 Helsinki International Trade Fair. Salesmen were swamped with orders from customers who wanted 3M to move up a two-month deadline for introducing the new product.

General Electric had its own goal at the Environmental Test Equipment show at the Frankfurt U.S. Trade Center, to introduce its condensation nuclei meter as a new research tool. GE's consulting engineer T. A. Rich reported: "We were visited by several important groups that we might have had difficulty to contact in any other way. The exhibit was extremely worthwhile."

The same Frankfurt scientific equipment exhibition was a hit for the Gardner Cryogenics Corp. With sales of liquid helium to German customers topping $20,000, their German representative judged the exhibition as the best in which he had participated in recent years. What struck him most was the high professional level of the visitors.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

U.S. makers of metalworking tools and auto maintenance equipment are taking a new look at the Latin American market following the recent commercial exhibit in Caracas, which featured displays by 148 American firms and was the largest commercial show ever staged in South America by the U.S. Dept. of Commerce. Cover photo shows Fernando Osorio, the Venezuelan agent for Cincinnati Milling Machine Co., demonstrating a machine to prospective buyers. Story begins on Page 8.

December 12, 1966

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Emphasis on Training Leads to Two 'E' Awards 2
Two Wisconsin firms combine advance knowledge with aggressive salesmanship to penetrate foreign markets.

U.S. Exhibitors Assess Results of Caracas Show 8
Largest show by U.S. in South America included exhibits of 148 U.S. metalworking, machine tool automotive equipment makers.

First U.S. Marine Equipment Show Gets Big Response 15
Symposium on oceanographic methods includes prominent scientific experts in the field.

Korea Emerging as Good Market 17
Foreign competitors, particularly the Japanese, are moving faster than U.S. firms in exploiting new trade openings.

Spain's Economic Growth Again Tops Targets 21
Economic growth rate has increased sharply since introduction of economic development plan in 1964.

New Yugoslav Plan Likely to Aid U.S. Sales Outlook 29
Program forecasts an annual 10-12% rise in imports; will allow industries a stronger influence in guiding the economy.

MISCELLANEOUS—Work on N.Y. Trade Center to begin in January 5
Trade Secretaries help each other to help U.S. exporters 6
End to surcharge expected to affect 50% of U.S. sales to U.K. 7
TRADE FAIRS AND CENTERS—Paris show gets top results 13
Fresh U.S. fishery products winning acceptance in Europe 14
U.S. exhibitors turn Tokyo Trade Center into a supermarket 16
WORLDWIDE BUSINESS OUTLOOK—Thai industrial output sets records 19
Trade prospects in S. Africa, Botswana and Lesotho reviewed 23
Yugoslavs seek U.S. know-how as reform hits high gear 26
FOREIGN GOVERNMENT ACTIONS—Indonesia clarifies trade controls 30
NEW BOOKS AND REPORTS—West African Directory reflects changes 44

Branch offices, training programs increased machinery exports for two Wisconsin 'E' award winners

Koehring Co. holds U.S. conferences for foreign distributors; Rex Chainbelt provides on-the-spot engineering advice

Koehring Co. and Rex Chainbelt Inc., by combining expert knowledge of foreign markets with aggressive salesmanship, overseas sales offices and U.S. training programs for foreign distributors to increase exports, have won Presidential "E" awards for export excellence. Both are Milwaukee firms.

Koehring Co.'s international operations group is responsible for the sales and promotion of the firm's products throughout the world. Koehring has created joint ventures in England, France, Holland, Spain and Japan for some products and has arranged licensing agreements in Australia, Brazil, Sweden, Mexico, England and Japan for others. Sale of U.S.-built Koehring products abroad is handled primarily by the Koehring Overseas Corp., headquartered in San Juan, P.R.

In addition to its sales and promotion efforts, Koehring works with overseas factories to improve service and parts availability.

Among the products manufactured by Koehring are cranes, mixers, cargo handlers, excavators and various construction, mining and industrial equipment, known by such tradenames as Thew-Lorain, Parsons, Schield Bantam, PCM, HPM, Prodex and C.S. Johnson.

Regional marketing centers

Koehring's international group is trying to improve overseas marketing by coordinating the efforts of marketing centers located in the Far East, the United Kingdom, Latin America and Europe. Koehring has utilized Department of Commerce trade contact surveys in Italy, Germany, Israel, Taiwan, Malaya and the Philippines to appoint a number of important new international distributors.

Koehring's export sales more than doubled in dollar value between 1963 and 1965 and have risen to over 10% of total sales. Export sales in 1966 are running 100% ahead of 1965. A 25% increase in income from licensing agreements affects the U.S. balance of payments favorably.

'E' AWARD PRESENTATION by Robert S. Stevenson (c.) of the Wisconsin Regional Export Expansion Council was made to O. W. Carpenter (l.) of Rex Chainbelt Inc., and Julien R. Steelman (r.) of Koehring Co.

Started from bottom

Shield Bantam Co., acquired by Koehring in 1963, had virtually no export business when taken over. Orders in 1966 have been booked at a rate that should total $4 million for the year. Similar arrangements have been made for the integration into Koehring's overseas marketing program of products of other companies more recently acquired by Koehring.

Koehring has attempted to provide outlets overseas for several of its equipment lines through a single distributor. For example, a contractor may obtain Koehring excavators, Bantam cranes, PCM mortar mixers and Parsons trenching equipment from one distributor, thus enjoying the same convenience as customers in the United States.

Half of the U.S. production of Koehring's new excavator, the Skooper, is allocated to overseas orders. Excellent application has been found in underdeveloped areas for the Skooper because of its compact size. The Skooper, which combines the best features of conventional shovels and front-end loaders, is comparable in size to machines of only half its digging capacity.

Conference for overseas reps

In 1965 Koehring conducted a week-long international conference in the United States to provide overseas associates with clarification of corporate acquisitions, product additions, internal company structure modifications and similar changes. In addition, frequent overseas visits by executives had unearthed numerous challenges being encountered by licensees that required discussion.

The conference meetings, which were attended by top executives of Koehring and its affiliated excavator manufacturers and licensees, ranged over three Midwestern states where the company's principal plants are located. The purpose of the conference was to discuss mutual interests and objectives, to build enthusiasm for working together, and to take full advantage of export opportunities. Encouraged by the meeting's success, Koehring is now considering similar specialized meetings in other countries.

Rex International Inc. promotes the sale of Rex Chainbelt products in some

70 countries. Their advertising program has utilized many leading international trade publications and has provided promotional materials, literature and catalogs in the languages of the distributors' countries.

Export sales have been increased through conscientious effort by the company, which sent trained sales engineers abroad to acquaint foreign purchasers with the superior characteristics of their equipment.

Products exported by Rex Chainbelt include: concrete construction machinery, bulk handling conveying equipment, power transmission chains and sprockets, water-waste treatment disposal equipment, soil stabilization and compacting equipment.

Branch offices of wholly-owned foreign sales subsidiaries are located in Belgium, Argentina, Canada and Japan. Rex Chainbelt has manufacturing operations in Germany, Japan, Argentina, Italy and Canada.

Rex Chainbelt invites international distributors annually to attend distributor training schools held in the United States. These programs are expressly designed to provide the distributors with more complete and practical knowledge of Rex Chainbelt products. Training programs have also been conducted by the sales office in Belgium to educate distributor personnel in that area. In the fall of 1964 Rex Chainbelt's first international marketing conference was held and was attended by sales and marketing personnel representing Rex's worldwide network of marketing facilities.

Examples of aggressive overseas salesmanship are major purchases in Italy and France. In the former, orders amounting to approximately $1 million were obtained for bulk material elevating systems. U.S. trained engineers on the spot were able to convince the Italian concern that it was buying U.S. engineering, application and manufacturing know-how as well as the system itself. Delivery in 75% of the time required by local manufacturers was another plus selling factor. This success opened up a whole new European market for an existing product.

French distributor appointed

France was another major breakthrough. A newly appointed distributor was able to develop a market heretofore untouched by U.S. companies. Concrete road paving equipment was sold after the specifications were adjusted to allow the use of U.S. equipment. French engineers, contractors and the distributor were brought to the United States to see the units in operation in representative jobs. Rex Chainbelt succeeded in selling them first the method and then the equipment. Again, the company met fast delivery requirements. The satisfactory operation of this equipment on its first job has opened up a broad market in the rest of Europe — over $500,000 worth of U.S.-made road paving equipment has been sold since to France alone.

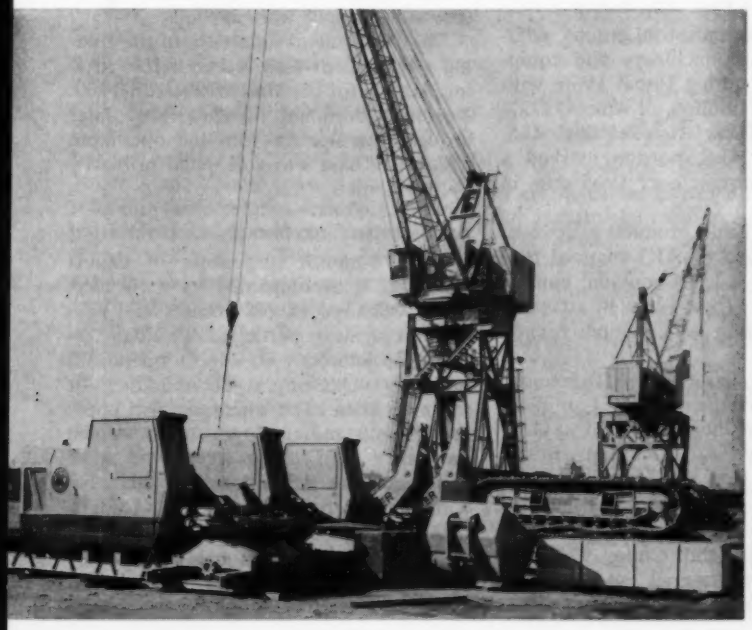
Although Rex Chainbelt foreign facilities were organized primarily to supply their local markets, they have become substantial users of U.S.-made products in their manufacturing. This situation has provided additional employment in their U.S. plants as well as increasing total company exports.

Rex Chainbelt's export sales for the first six months of 1966 were equal to their export sales for the entire year of 1963. While export sales have doubled in the past three years, the percentage of total company sales has changed very little, remaining at about 7%. This is because Rex Chainbelt has acquired a number of new companies and new product lines which had only minor export volume previously. The overseas markets for these new product lines are now being developed.

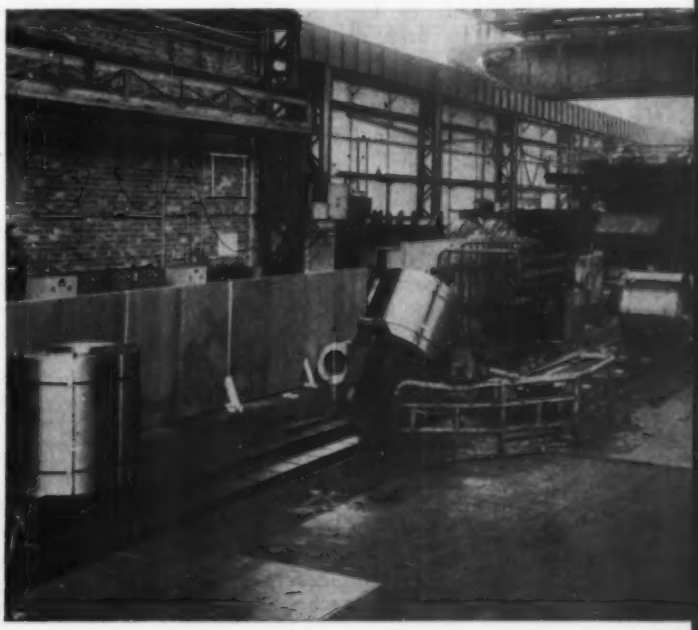
Rex Chainbelt's growth in export volume can be credited to strong management interest in overseas markets, aggressive salesmanship and the opening of overseas sales offices in strategic locations.

The Export awards were presented at a joint ceremony by Robert S. Stevenson, Wisconsin Regional Export Expansion Council executive board member and chairman of the board of Allis-Chalmers Manufacturing Co. Accepting for Koehring Co. was their president and board chairman Julien R. Steelman and for Rex Chainbelt Inc., O. W. Carpenter, chief executive officer and chairman of the board.

KOEHRING CO. MACHINES being loaded for shipment to Germany. The two Skoopers and hydraulic hoe will be used for slag removal in steelmaking.



REX CHAINBELT COIL CONVEYOR CHAIN gives "kid glove" handling to huge rolls of strip steel in a Belgian steel manufacturing plant.



AID dollars find way back to U.S. to buy exports

Nine of every $10 allotted for commodities returns to U.S.

Nine of every $10 spent for commodities financed by the Agency for International Development during 1966 went to U.S. suppliers. A preliminary report by AID also reveals that, for all categories of expenditures, nearly four of every five AID dollars remained in the United States economy.

The high percentages of U.S. procurement were the result of emphasis in the AID program to help guard the U.S. balance of payments position.

According to the report, $1.11 billion was paid to U.S. suppliers of commodities during the year. This was 90% of $1.23 billion spent for all AID-financed goods. The commodities consist of the materials and equipment purchased by countries using AID loans and grants.

This was the third consecutive year in which this category of U.S. export sales exceeded the billion dollar mark.

Of the non-U.S. commodity expenditures, largely involving raw materials and semi-finished products, a total of $109.9 million was procured from primarily developing countries. Only $11.2 million worth was purchased from 19 developed countries, principally Western Europe and Japan, largely excluded as eligible procurement sources under AID financing.

Of total AID expenditures for all goods and services, including commodity procurement, preliminary figures for the year show almost $1.7 billion spent in the United States—77% of an aggregate $2.195 billion.

The remainder of $503 million in expenditures outside the U.S. was offset by $183 million in foreign countries' repayments (interest and principal) of previous loans by AID and predecessor agencies, leaving the "net" effect of the entire AID overseas program on the U.S. balance of payments at $320 million, or less than 15% of the year's total expenditures.

Besides regulations tying commodity procurement to U.S. sources, the high U.S. share in the "total expenditures" accounting can be attributed to the following causes: most technical service contracts are with U.S. business firms, universities, other organizations and individuals; a high majority of shipping is directed to U.S. flag vessels, both for AID-financed industrial commodities and Food for Peace commodities distributed in developing countries by associated U.S. voluntary agencies, and similar policies to minimize dollar outlays abroad in other aspects of the program, such as AID technicians working overseas, training of foreign technicians in this country, and operational costs.

These expenditure figures relate to the AID program only. Figures for all U.S. overseas economic aid, such as AID, Food for Peace, U.S. funds for international assistance organization, and Export-Import Bank long-term credits, also show a high composite percentage of expenditures taking place within the United States.

Trend toward food

While machinery and steel mill products continued during Fiscal 1966 as the largest single groups in volume of commodity procurement under AID financing, a trend toward the materials and equipment which will support the worldwide War on Hunger by boosting agricultural development in food-short lands overseas is evidenced in the year's commodity data.

Goods related to agricultural growth, in various commodity categories—fertilizers, various agricultural chemicals, machinery, seeds and feeds—accounted for $173.7 million in AID-financed procurement last year. This compares with $121.9 million in Fiscal 1965 and $99.9 million in Fiscal 1964.

Among specific industrial groups, AID-financed sales of machinery and equipment led again during Fiscal 1966, with a total of $394.7 million, of which $372.7 million—94%—was supplied by U.S. producers. The U.S. portion marked a $63.1 million increase over 1965 sales in this category.

Iron and steel mill products accounted for $162.7 million of AID-financed procurement, with $133.1 million coming from U.S. mills. (See Table B, attached, for detailed listing of commodity categories)

Principal purchasers of AID-financed goods were: Vietnam, $259.1 million; India, $247.8 million; Pakistan, $115.1 million; Turkey, $101 million; Brazil, $99.1 million; Korea, $75 million, and Chile, $72.1 million. The U.S. share of sales was 99% in the cases of India, Pakistan, Brazil, and Chile; 97% for Turkey; 88% for Korea, and 64% of Vietnam purchases, as noted above.

Two Florida family export teams lose U.S. export rights

Unauthorized electronics sale results in 18-month penalty

Two husband-wife exporter combinations operating from Jacksonville, Florida, have been denied all U.S. export privileges for 18 months, and put on probation for another 42 months for illegal foreign shipments of U.S.-origin electronic products.

The respondents are Eli P. and Caroline Becker, and Johann and Frieda Werschlein, doing business as Werschlein & Becker of Jacksonville.

The Commerce Department's Bureau of International Commerce charges that they sold the electronic equipment to Emmerich Kuruc, of Vienna, Austria, and his firm Allround Establishment Inc., of Vaduz, Liechtenstein, which was prohibited from participating in U.S. export trade.

BIC's order against the respondents was based on two grounds. It was found that Mr. Becker had been informed of the restrictions against Kuruc and that the others had constructive knowledge of them. It was also found that the parties ignored the requirement that validated export licenses be obtained for the electronic shipments. They had a hearing before the sanctions were applied.

The Werschleins entered into the trading arrangement with Kuruc before leaving Austria for the United States in 1960. Needing additional finances, they later brought the Beckers into the operation, which BIC said was conducted primarily by the women.

All licenses revoked

The 18-month suspension of export privileges is accompanied by revocation of all validated export licenses and prohibition against participating either directly or indirectly in export operations involving U.S.-origin commodities or technical data. The sanctions also apply to all agents and employees of the denied parties.

The export regulations provide that without authority from the U.S. Department of Commerce, no person may trade with a party he knows has been denied U.S. export privileges in commodities exported from the United States.

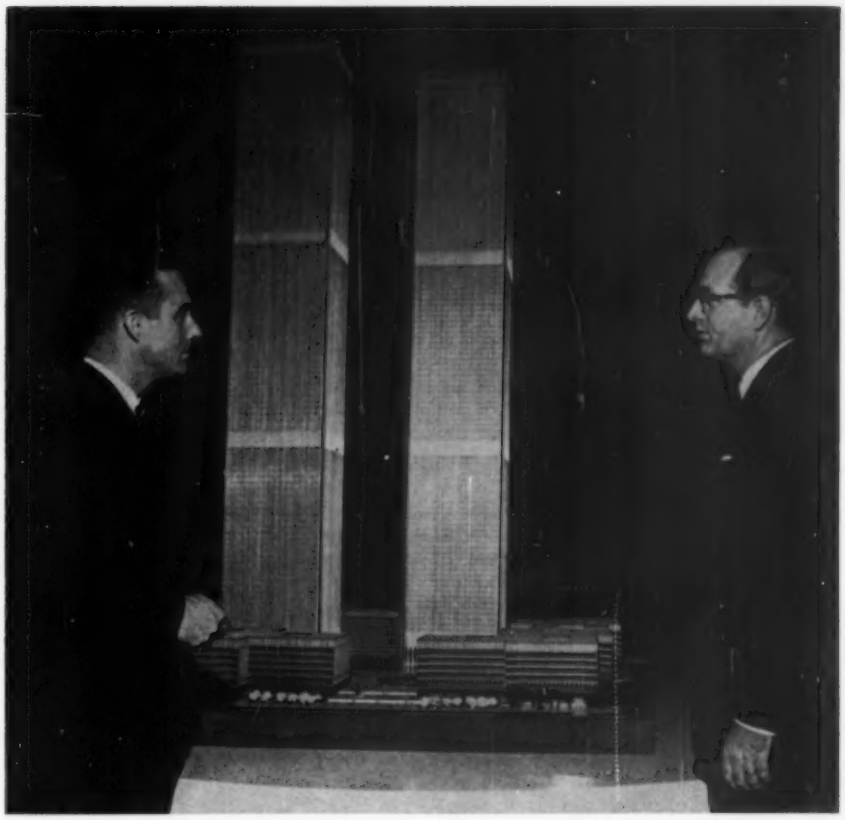
World Trade Center contracts announced by Port Authority

Excavation to begin in January; 1972 completion date planned

Excavation work on the Port of New York Authority's new World Trade Center is expected to begin in January. Award of the contract for this two-year phase of construction was announced recently. Completion date for the twin 110-story center is 1972.

Ground was broken at the site in lower west-side Manhattan last August to permit construction of two 60-foot deep telephone vaults.

The center will contain government and commercial services essential to today's businessmen. A World Trade Information Service will tap such sources as consulates, commercial attaches, trade associations, U.S. and international chambers of commerce, and Port of New York Authority Trade Development Offices for pertinent trade information.



MODEL OF NEW WORLD TRADE CENTER is viewed by Alexander B. Trowbridge (l.), Assistant Secretary of Commerce, and Richard C. Sullivan, Center Director. Excavation work will begin next month.

Many services

Also located in the complex will be customs brokers, freight forwarders, steamship, air, truck and rail carriers, marine insurance firms, international banks, commodity exchanges and U.S. and foreign trade associations.

New facilities for the U.S. Customs Service will be housed in the center, as well as the Port Authority Trans-Hudson (PATH) Terminal.

A World Trade Institute will provide education, promotion and research facilities and will serve as an "idea exchange." Other Trade Center conveniences include multilingual secretarial services and interpreters, exhibition and conference rooms, library and club facilities, a hotel, parking facilities and a direct connection with every subway system in Manhattan.

The original impetus for the establishment of a World Trade Center in New York came from the Downtown-Lower Manhattan Association in January 1960. At that time an east-side location was being considered and the New York State Legislature passed authorizing legislation in 1961.

In 1962 the Legislatures of both New Jersey and New York approved legislation calling for the consolidation of the center with the New York terminal facilities of the Hudson and Manhattan Railroad (now the Port Authority Trans-Hudson system) located on the west side. By December of 1965 the Port Authority had acquired title to the west-side property.

Study guides available for May ASIE export test

The American Society of International Executives has scheduled its next battery of examinations for foreign trade specialties for May 20. Study outlines are available to candidates for Certified Documentary Specialist, Certified Assistant Export Manager, Certified International Traffic Manager, and Qualified Export Manager.

Twenty-six applicants passed last October's exams for the various specialties.

This spring's tests will be administered in Boston, Cleveland, Detroit, Indianapolis, Kansas City, Los Angeles, Miami, Minneapolis, New York, Philadelphia, Pittsburgh, Richmond, St. Louis and other cities.

Write: American Society of International Executives, Sheraton Hotel, Philadelphia, Pa. 19103.

Briefings set for traders

The entire membership of the Bulgaria-Hungary Trade Mission is scheduled to be on hand for consultations with businessmen at the Dec. 13 World Trade Conference in the Hotel du Pont, Wilmington, Del.

Individual mission members will also visit several major U.S. cities for further consultations with American traders. Sessions are scheduled in Chicago, Dec. 14; Milwaukee, Dec. 15; Pittsburgh, Jan. 4; St. Louis, Jan. 17; and New Orleans, Jan. 18. Other visits may be scheduled later.

Interested businessmen should check well in advance with the Commerce Dept. Field Office in the appropriate city to determine the identity and specialty of the particular mission members who will be on hand.

A 45-page section, the Mission's final report, was published in the Dec. 5 **International Commerce.**

Trade secretaries help each other to help exporters

Chamber of Commerce world trade specialists share export news

"We try to help each other, so we can be of more help to U.S. businessmen," is the way Vincent J. Bruno describes the activities of the National Association of World Trade Secretaries (NAWTS).

Bruno is secretary-treasurer of the 14-year-old organization, which consists of 38 men and women who run the world trade departments of the Chambers of Commerce in major cities throughout the country.

The group meets annually in New York during the week of the National Foreign Trade Convention to elect officers and discuss current problems of mutual interest. A second meeting is usually held in Chicago at the time of its World Trade Conference in February or March.

"There's no formal agenda," Bruno says, "we just discuss problems that have arisen during the past year. For example, if everyone is all steamed up about Philippine consular invoice requirements and I didnt even know the problem existed, then obviously I'll be better equipped to handle the problem when it affects one of my clients."

The organization doesn't take any formal stands on controversial issues, according to Bruno, who represents the Commerce and Industry Association of New York. "These things have already been thrashed out by the individual chambers of commerce themselves, but it's good to find out how the others are thinking. It helps me, for instance, to get an idea of what Philadelphia is going to do about something."

During the rest of the year, NAWTS members keep each other abreast of developments in their areas by exchanging all publications touching on world commerce that are published by their organizations.

NAWTS officers also inform individual members of pending actions which may affect U.S. exports, and suggest possible courses of action if the individual Chambers of Commerce should decide to try to influence the course of events.

Officers elected at the November meeting were: Fred A. Giuliano of Pittsburgh, chairman of the board; William F. Freiert of Rochester, president; and Bruno as secretary-treasurer.

Novelty soapmaker aided in foreign imitation case

A seldom noted aspect of the Department of Commerce's trade expansion program is its assistance to American businessmen in pursuing relief against foreign unfair trade practices. One recent example was a foreign "piracy" case brought to Bureau of International Commerce attention by an American firm that had developed a novelty bath soap for children.

The soap, which creates an especially thick play foam and is packaged in aerosol containers colorfully styled and designed as doll-type toys, had achieved quick success in the U.S. and abroad after its introduction about two years ago.

BIC was told by the American manufacturer that a foreign firm was marketing a bath soap that by design, shape and markings of containers made it virtually indistinguishable from the American product. The U.S. maker held this to be an unfair competitive practice in advertising and sale.

The U.S. Commercial Attache in the country concerned, at BIC's request, discussed this complaint with the foreign manufacturer, as did representatives of the American company whose rights were being impaired. As a result, the foreign manufacturer voluntarily agreed to modify the design, shape and markings of his containers to end confusion with the American product.

The Foreign Business Practices Division of the Bureau of International Commerce reports this case to be typical of assistance it renders to U.S. businessmen in protection abroad against unfair trade practices.

Technology study committee named

President Johnson has established a committee to study ways of helping Europe advance in technological areas. Presidential assistant for science and technology Dr. Donald F. Hornig will head the committee. Serving with him will be representatives of the Departments of State, Defense and Commerce, the National Aeronautics and Space Administration, the Atomic Energy Commission and the Council of Economic Advisors.

Dr. Hornig has been consulting for some time with Western European government officials to find ways of speeding both European and American progress in technology. The goal is not to limit U.S. progress but to stress mutual cooperation, since in some areas, such as metallurgy, Western Europe leads the United States.

This problem was discussed at the recent symposium on technology and world trade held during the dedication of the new National Bureau of Standards laboratories in Gaithersburg, Md.

EEC Electronics study under way

A study of scientific and technological research in the electronics industry of the Common Market countries is being undertaken by the Commission of the European Economic Community. The Bureau d'Information et Provisions Economiques of Paris has been retained to obtain necessary data, with the assistance of three other companies in the Common Market area.

The study will be in three parts:

First: production, market, geographical distribution of manufacturers, and development of the electronics industry from 1955-65.

Second: organization of research and development in the electronics industries in the EEC and in countries outside the Common Market (particularly the United States); data on research scientists, equipment, financing; export sales and import purchases of patents and licenses.

Third: direct and indirect, current and planned government incentives; government research policies; corporate research policies; policy trends (1961-65); causes and implications of research discoveries; future growth; special problems; independence of EEC electronics industry from industries in non-member countries.

THEN AND NOW: First all-cargo aircraft for Pan American Airways went into service in 1941 (left). Flying in daylight only, the S-42 flying boat lumbered over a circuit covering San Juan, Caracas, Recife, Rio de Janeiro and Miami. The newly dedicated $8.5 million freight terminal at New York's Kennedy International Airport (right), which Pan-Am labels as the largest and most sophisticated air cargo facility of its kind in the world, can process approximately one billion pounds of jet cargo per year. Air traffic currently carries about .75% of the value of U.S. world trade.

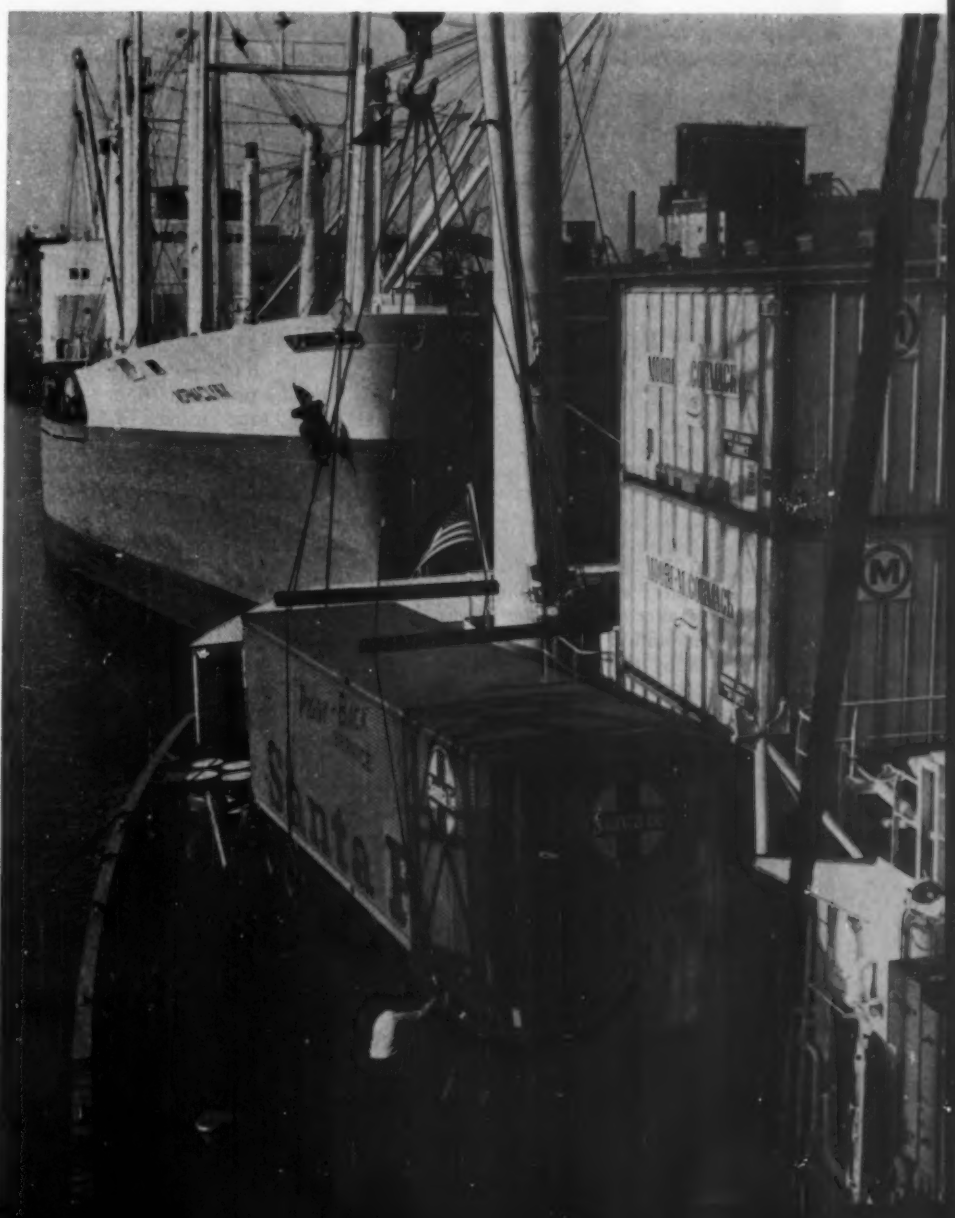
End to surcharge affects about 50% of U.S. sales to U.K.

Move should ease Britain's imports of finished, semi-finished goods

Britain's controversial temporary charge on imports expired on Nov. 30, after being in effect for two years. Approximately 50% of U.S. exports to the U.K. are believed to have been subject to the surtax.

Introduced in October, 1964, as a temporary measure to retard imports and thereby improve the U.K.'s balance of payments, it applied a 15% surcharge on imports of most finished and semi-finished items, regardless of source. This was later reduced to 10%, as the EFTA countries in particular made protests regarding its continuation.

The removal's immediate effect on foreign exporters and shippers is that, commencing Dec. 1, items in finished and semi-finished categories now enter the U.K. without application of the surcharge, thereby increasing the competitiveness of imported goods.



PHOENIX TO STOCKHOLM IN 17 DAYS is the scheduled delivery time of this 6,000-mile land-sea shipment of 50,000 heads of fresh Arizona iceberg lettuce. Loaded in two 40-foot refrigeration units in Phoenix on Nov. 17, the lettuce was trucked to Chicago, shipped by rail to the New York area, then placed aboard this Moore-McCormack vessel bound for the Swedish market.

TRADE VISITORS CROWD into the metalworking machine tool section of the U.S. Solo Exhibition in Caracas, which closed Dec. 2 on a successful sales note.

FIRMS PLEASED WITH CONTACTS

Caracas sales excellent

Immediate orders nearly $300,000 at largest Commerce show ever held in South America

By JAMES F. ROURKE

Director, Information Division
Office of Publications and Information, DIB

CARACAS—U.S. makers of metalworking tools, automotive maintenance equipment and complementary products at year-end 1966 are measuring the prospects of healthy and expanding trade with the Latins as a result of the biggest commercial exhibition ever staged in South America by the U.S. Department of Commerce.

With final reports still to come from 20 per cent of participants, exhibitors tallied off-the-floor sales of $296,000 and estimated they would do more than $2.1 million worth of business in the next 12 months as a direct result of the U.S. industrial equipment exhibition here Nov. 22-Dec. 2.

A substantial amount of additional business was known to be pending, and sales figures were certain to go up as fair officials heard from the late-filing companies. These firms were among exhibitors who, a few days before the show ended, projected floor sales of $500,000 and total business of $3 million.

Among the exhibitors were seven seeking representation in Venezuela for the first time and four looking for additional agents to handle their business on a long-term basis. Nine of these eleven signed a total of forty-three new agency and distributorship agreements. Several more agreements were pending at show's end.

Export promotion program

Sponsored by Commerce's Bureau of International Commerce, the show featured 61 metalworking-tool manufacturers and 87 makers of automotive maintenance service and repair equipment and allied goods. A part of Commerce's program for helping U.S. business increase sales in foreign markets, the show was designed to introduce the 148 U.S. firms to exceptional opportunities generated by Venezuela's $1.7 billion national plan for industrial development.

Venezuela is a nation of about eight and a half million, importing $1.4 billion of her needs annually. The U.S. supplies about 55 per cent of this—but the nation's dramatic industrialization means increasing competition. The demand for metalworking equipment is expected to be $32 million a year, while the demand for automotive maintenance equipment runs to $10 million, Commerce market studies show.

Alexander B. Trowbridge, Assistant Secretary of Commerce for Domestic and International Business, discussed the Caracas exhibition and its objectives in a luncheon speech at the American Chamber of Commerce in Venezuela on opening day. He said U.S. manufacturers were "bringing products we think are useful and needed here," and added, "it is obvious from the product lines at the exhibition that the United States is putting a great deal of faith in Venezuela's industrialization. What we are trying to do is what you are trying to do—stimulate two-way trade."

Venezuela's President Raul Leoni paid a surprise visit to the show and joined U.S. Ambassador Maurice Bernbaum to

cut the ribbon on opening day. In the days that followed, exhibitors were impressed by the caliber of visitors attracted by the five-month market development campaign conducted before the show.

Visitor registration averaged 475 a day, a figure that did not include all the return calls by Venezuelan businessmen. More than 30 per cent of the registered visitors were identified as prime prospects reached by the market development team.

"Commerce did a really good job on market development for this show, and our prospects here look good, judging from the genuinely interested trade visitors coming to the show," said Henry E. Miller, president of Chicago Wheel and Manufacturing Co. "Our main purpose in coming here was to find a Venezuelan representative, and we did that on the second day. We are passing all sales inquiries along to him, and he will be coming to Chicago to visit our plant."

Miller expressed surprise at Venezuelan trade interest in his firm's "slide-abrader," which employs an abrasive and a lubricant for tumbler-style finishing of small parts. On the basis of inquiries about the machine, he said that the tumbler-finishing technique apparently is virtually unknown to most Venezuelans.

Grinding machine successful

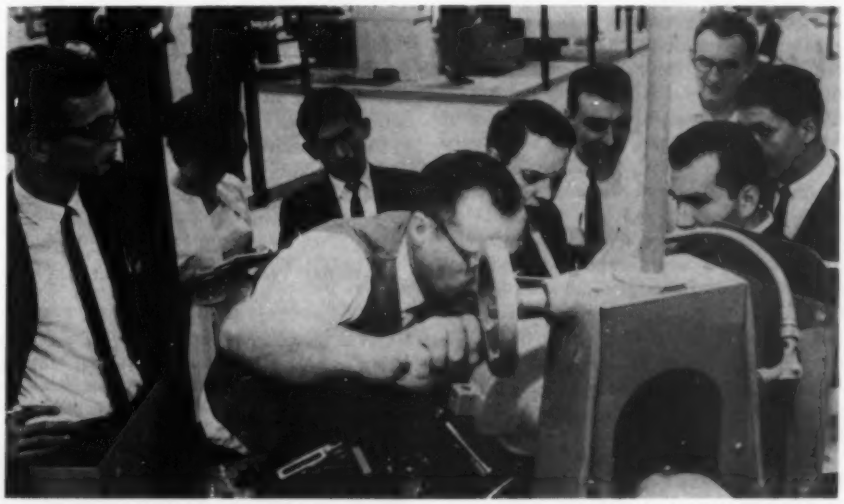
Frank Richard of Canfield, Ohio, representing Clearfield Machine Co., Clearfield, Pa., Unison Corp., Madison Heights, Mich., and Harig Products, Elgin, Ill., faced the challenge of prospective buyers who brought sacks of scrap welding rod, dried corn and plastic chunks to be ground in tests of the Clearfield Muller-Type Mixer. The result was serious business with several industries, such as mining and baking.

He had sold the same type of mixer two months earlier, at the U.S. Industrial Equipment Exhibition in Mexico City, to customers who planned to use it to grind and mix chili, corn, and other food. Richard stayed in Venezuela after the show to submit proposals for U.S. equipment in a $5 million mineral processing plant project.

J. C. Harris, assistant sales manager for Landis Tool Co., Waynesboro, Pa., said his firm's precision grinders came under inspection by automotive parts makers, executives of a major tobacco-products company and a "big segment of the mold and die business, particularly plastic molding."

"The biggest reason we have for being here is the opportunity to sample a cross-section of Venezuelan industry that we could not reach in 90 days or six months or any period you want to specify," said Harris.

INAUGURATING THE EXHIBITION, U.S. and Venezuelan officials shared the stage with exhibitors. Left to right above are: U.S. Exhibition Manager J. Hammond; President of Venezuela Raul Leoni; U.S. Ambassador Maurice Bernbaum; Assistant Secretary of Commerce for Domestic and International Business Alexander B. Trowbridge; Venezuelan Minister of the Interior Leandro Mora; Monsignor Rincon Bonicca, Archbishop of Caracas; and Venezuelan Minister of Development Hernandez-Solis.



COMPANY PRESIDENT Jack Mackay, of the Munson Corp., whose products were exhibited by Frank Richard Co., a combination export management firm, demonstrates one of his machines for Venezuelan buyers (above). Demonstrator at Milwaukee Electric Tool Corp. booth (below) shows an industrial saw.

PRECISION THREADING MACHINE is operated by a representative of the manufacturer, Ridge Tool Co., as interested buyers from all sections of Venezuela look on at the U.S. Exhibition in Caracas.

By mid-point in the show, dozens of exhibitors had buyers for all their equipment on display and were taking orders for future delivery.

Local representatives of one major exhibitor estimated $500,000 worth of business within the next 12 months as a direct result of the exhibition. Representatives of another estimated "a minimum of $300,000" for the same period, with "very serious prospects" for metalworking machinery in the automotive and food-processing industries.

Cincinnati Shaper Co.'s 14-ton brake press went to a Venezuelan maker of steel kitchen cabinets. Ridge Tool Co., Elyria, Ohio, had three buyers bidding for immediate possession of its pipe and bolt-threading machinery—"hot items in Venezuela," according to factory representative George Holden of Oberlin, Ohio.

Joseph Yermish, general manager of Fenway Machine Co., Philadelphia, came to Caracas by way of Commerce trade shows in Hong Kong, Stockholm, and Mexico City in the last three months, showing the Fenway metal-fabricating "nibbler" in each. By the end of the third day here he had signed his first Venezuelan representative, committed his entire stock of 15 demonstration models to buyers, "and could have sold a hundred more to people walking by."

Among the crowd was a refrigerator manufacturer who saw the "nibbler" as a time, money and material-saving replacement for a heavy shear he used to cut small fittings for refrigerator interiors.

Roland Boreham Jr., General Sales Manager for Baldor Electric of St. Louis, found strong trade interest in carbide tool grinders not previously shown in Venezuela. "We've been in this country two and a half years," he said. "Our business has grown considerably each year and we have good hopes for the future. That's why we're at the show."

Carlos de Yavorsky, representing Cleco Division of Reed International, Houston, said the first five days for the show were equivalent to "what I would have done in three months of work—if I ever got to the potential buyer." Yavorsky said he expected a 30 per cent increase in business as a direct result of the commerce exhibition.

National Welding Equipment Co. of Richmond, Calif., entering Venezuela for the first time, chose the Commerce exhibition for the opportunity to test the market for its proportioned-mixer devices and welding and cutting equipment, according to National's representative here. "We don't know them, they don't know us, so we're both investigating," he said. "It is worthwhile to come into the show for that reason."

Automotive chemicals shown

Wynn Oil Co. of Azusa, Calif., showed a broad line of automotive chemicals that included oil and gasoline additives, cleaning compounds, lubricants and anti-corrosives. Through photographs and literature —and a Kiddie-car model of a U.S. race car—the display featured Wynn's participation in the annual 500 mile race at the Indianapolis Motor Speedway. A Wynn-sponsored motion picture of the race was a popular attraction in the exhibition hall theater, and trade visitors were invited to sign for a free raffle on the Kiddie-car at show's end.

Makers of coin-operated car-wash equipment learned as a result of the show that the self-service auto laundry is a newborn enterprise in Venezuela, expected to consume a minimum of more than $100,000 worth of equipment a year as it grows. Makers of metered business machines indicated their market is also bright because of "a great demand for office equipment" by Venezuelan business and industry.

Exhibitors in the self-service equipment field included Du-Val I.F.T. Corp. of

SUCCESSFUL AGAIN IN CARACAS was Fenway Machine Co. president Joseph Yermish (center) who signed a Venezuelan agent (right) for his "Nibbler" metal cutting tools, one of the most popular items in the U.S. Exhibition. Looking on is U.S. Commerce Department representative W. Earl Wade. Yermish also attended the U.S. Solo Exhibition in Mexico City in August, where he signed a Mexican agent.

Dallas, showing coin operated car wash, "Vend-A-Wax" and "Vend-A-Vac" equipment by Weben Industries, Dallas.

"There is no self-service, coin-operated car wash here now. It's a new field in Venezuela," said Du-Val representative Miguel Di Stasi. "I expect we will be doing over $100,000 in business a year."

To accommodate the Weben display, fair officials removed a section of wall in the exhibit hall, replaced it with a fliptop window, installed coin-operated controls inside and a car-wash platform outside. Activating the machine with a two-bolivar coin (equivalent to 45 cents), one Du-Val representative explained the operation while visitors stood at the window to watch another representative wash cars.

Di Stasi said buyers and prospective buyers include service station owners, high-rise apartment managers and at least two of the major oil companies here. Commerce department market surveys show that Venezuela will be building 50 new service stations a year.

L. M. Rockwell, Latin American Regional Sales Manager for Malsbury Manufacturing Co., Oakland, Calif., and Malsbury's Venezuelan representative, Felix Piro, saw a good future in the self-service car-wash field for Malsbury's "wash-all."

"Things are looking up for our type of business, which has not been known here at all," Rockwell said. Beyond the immediate market for simple operations that provide a coin-operated machine for each do-it-yourself car-washing stall, he added, there is "a natural" potential for the more sophisticated drive-through operation.

Closer contact with market

"Our idea in coming to this show was to get in closer touch with the market and stimulate the product," Rockwell said. "I think we accomplished what we wanted to do."

American Photocopy Equipment Co. of Evanston, Ill., through its Venezuelan representative, showed both metered and unmetered models of its "super-stat" copier—the coin-operated model for the first time here. Designed to copy a one-page document for one Bolivar (equivalent to 22 cents), the machine drew serious attention from school officials, librarians and book-shop owners.

Representative Carlos Rojas estimated the market for both models together at more than $58,000 in a year's time.

The same Venezuelan agency displayed the products of several other U.S. makers of business machines, including Ditto and Hedman of Chicago; American Bank Equipment Co., Philadelphia and Elliott business machines, Randolph, Mass. Several models of Ditto's offset press were sold to Venezuelan government officials visiting the exhibition.

Automatic Radio International, Melrose, Mass., was among two dozen exhibitors who sold all the equipment on their stands in the first three days of the show and began looking to future orders. The equipment included ARI's new-to-Venezuela tractor radio, a combination of standard radio and "ridie-talkie" two way communications system that sugar plantation managers would use on agricultural equipment in their canefields.

FMC Corp. of Lansing, Mich., with its John Bean, Ean-Barrett and Bean-May divisions represented, gave the first Venezuelan showing of its "Tire-Matic" truck tire changer and also displayed its electronic wheel balancer that is "turning out to be a best seller here."

"Most of our visitors have been the professionals—garage owners and service stations people—with very few just looking. I was glad to see that," said I. Raymond Forte, FMC sales manager.

A surface precision grinder by Lempco International of Bedford, Ohio, and a valve regrinder by Van Norman Machine Co., Springfield, Mass., went to the same buyer—the owner of a large engine maintenance and rebuilding shop in Valencia, Venezuela. Said Van Norman's Venezuelan representative, Bob Guilliano: "As far as our lines are concerned, the show has been very useful and beneficial. It gave us a good opportunity to demonstrate our machines to our established dealers, who up to now mainly concerned themselves with the bread-and-butter items. This undoubtedly will augment our business in Venezuela, a market which is rapidly industrializing and requires more sophisticated machinery to meet growing demand."

Guilliano estimated Van Norman business resulting from the show would run to $50,000 in the next year.

The New Britain Machine Co., New Britain, Conn., maker of Blackhawk and Husky hand tools, found the exhibition "a wonderful opportunity to show some of the advantages of our tools over long established competitors." According to company representatives here, business as a result of the show in the next 12 months should be $100,000.

Exhibitors pleased with results

H. G. Zacher, regional sales manager for Allen Electric and Equipment Co., Kalamazoo, Mich., was "very happy with the results of this show and future business I know we will receive from it." Customers included executives of one of the country's major automotive manufacturers, seeking equipment for use in an employee-training program throughout Venezuela. Allen showed a line of engine analyzers, timing lights, battery chargers and tune-up kits.

"My distributor here in Caracas informed me that customer prospects visited this show from small country towns in Venezuela that were never contacted by salesmen before. We also sold this type of customer," Zacher said. "This was the best show I have ever had a part in."

DEMONSTRATION OF METAL ENGRAVING TECHNIQUES takes place at the booth of the New Hermes Engraving Machine Corp., as company representatives show machine to Venezuelan customers.

The exhibit of W. A. Whitney, Rockford, Ill., at the U.S. Exhibition of metalworking machine tools in Mexico City last August was identified in the Nov. 21 issue of International Commerce as that of Whitney Metal Tool Co., also of Rockford. The two are separate companies. Whitney Metal Tool Co. showed its line of products at the Caracas exhibition just ended.

'America Week' sale in Sweden will feature 'Hello California' theme, consumer products

Ahlen and Holm chain to sponsor promotion at 15 stores; 'Miss California' will dominate advertising campaign in store displays and newspapers

"Hello California" will be the recurring theme as Ahlen and Holm, AB, a Swedish department store chain, sponsors an "America Week" sales promotion of U.S. products next year, April 24-May 6.

Swedish movie stars have been the toast of Hollywood for years, so it's only fitting that "Miss California" should be the focal point during the two-week sale next spring.

Officials of the sponsoring Ahlen and Holm stores "intend that Miss California dominate advertising in both our stores and the newspapers. She will look out on the customers from shopping bags, from counters, and from behind structures within the store. In short, we expect Miss California to become a well-known personality in Sweden."

In the process, she is expected to help increase the sales of U.S. products in the Scandinavian market area.

The promotional effort will feature sales of U.S. goods in 15 retail outlets throughout Sweden. In addition to the two major Ahlen and Holm full-line department stores in Stockholm, 13 smaller stores of the Tempo chain will give the U.S. products nationwide coverage.

The Tempo chain is owned by Ahlen and Holm, and consists of smaller variety stores in the principal cities throughout Sweden. Both chains feature items ranging from prestige class merchandise to more popular-priced lines.

The annual volume of business for the Ahlen and Holm organization is in excess of $200 million. In 1965, the stores bought over $1 million worth of merchandise in the U.S. for sale as part of their regular stock in Sweden.

Special purchases in the United States for the America Weeks promotion are expected to total $300,000.

Buyers for the chain are expected to be in the U.S. during the winter months to stock up for the America Weeks sale.

Items especially in demand for the sale will include:

- Sports and leisure equipment
- Ready-to-wear clothing
- Light underwear of all kinds
- Camping and gardening tools
- Home sewing equipment
- Traveling equipment
- Modern kitchen equipment
- Toys of all kinds
- Gift articles

Miss California will be in Sweden for the duration of the promotion itself, moving from store to store to dramatize the main theme of the sale and to draw customers to the stores.

Store officials have requested, as part of the promotional assistance to be supplied by the Department of Commerce, a Hawaiian dance troupe, which proved successful at the America Week presentation recently in the Netherlands at the Di Bijenkorf chain of stores there.

U.S. firms interested in proposing their products for inclusion in the upcoming sale should contact Ahlen and Holm's buying agents in the U.S.: McGreevey, Werring & Howell, Pennsylvania Building, 225 West 34th St., New York, N.Y. 10001.

Building and construction exhibit to be held in Greece

The Thessaloniki Fair will hold its first Biennial International Building and Construction Exhibition from March 30-Apr. 7, 1968. Co-sponsored by the International Building Exhibition of London, the fair will be open to anyone with products or services to offer the building and construction trades. A substantial representation of U.S. materials and equipment by Greek importers is expected.

U.S. firms that might be most interested in this opportunity are manufacturers of earth-moving equipment, construction equipment (self-propelled wheel barrows, cement mixers, etc.), electrical and plumbing equipment, hand tools (electric saws, drills, sanders, planers, etc.), air-conditioning systems and prefabricated buildings of all kinds.

Write: The International Fair of Thessaloniki, Exhibition Fair Grounds, Thessaloniki, Greece, or The International Building Exhibition, 11 Manchester Square, London, W. 1.

Preserve and food products fair to be held in Spain

The Sixth International Preserve and Food Products Fair, to be held in Murcia, Spain, April 1-10, 1967, offers a good sales opportunity to U.S. food processing and packaging machinery exporters. Because Spanish fruit and vegetable canners are continuing to modernize plants and salesmen from the Common Market countries and Japan are actively promoting sales under very favorable terms, the time is ripe for U.S. firms to expand sales to Spanish canners.

Germany, Argentina, Cuba, the United States, France, Holland, United Kingdom, Italy, Luxembourg, Sweden and Switzerland, the countries which participated in the 1966 fair, are expected to exhibit again in 1967.

Write: International Food Products Fair, Murcia, Spain.

Indonesia schedules Fourth International Trade Fair

After a 12-year lapse since its last trade show, Indonesia plans to hold its Fourth Indonesian International Fair on Aug. 18-Sept. 25, 1967. The fair, which will be held in Djakarta, will include commercial, industrial, agricultural and cultural exhibits.

Hoping to come out of its isolation of the last few years and to create new and strengthened trade and economic relations with friendly nations, Indonesia looks forward to a large U.S. participation. Because the United States exhibits in the 1955 show were so successful, Indonesia is optimistic that many United States companies will again exhibit in 1967.

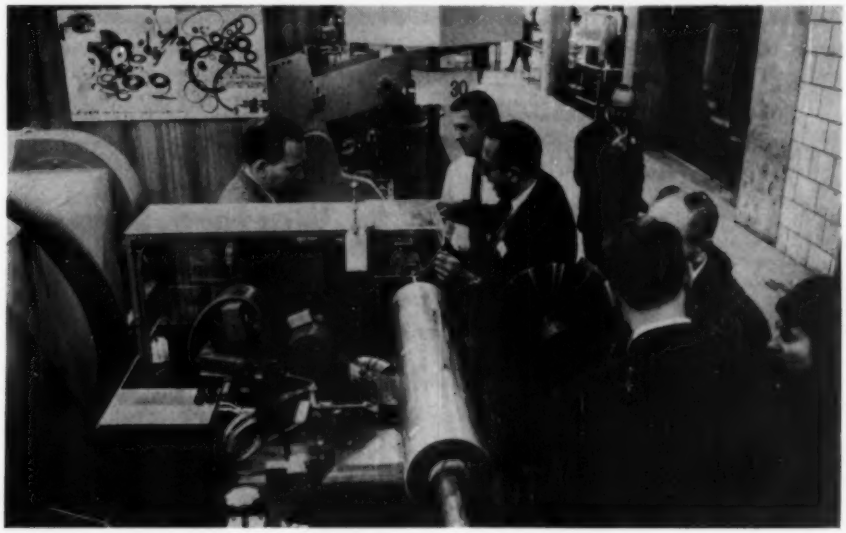
Write: National Board of Indonesian Fairs and Exhibitions, 47 Djalan Krekot Bruder, Djakarta.

Tokyo ports, harbors meeting to feature equipment show

Port directors, engineers, and managers from over 50 countries are expected to attend the International Exhibition of Port Equipment, scheduled for May 8-14, 1967, in Tokyo. The exhibition will be held in conjunction with the Fifth Conference of the International Association of Ports and Harbors, which will end one day earlier than the show.

American manufacturers of port equipment have been invited by the Japanese organizers of the exhibition to display appropriate products during the showing.

POLYETHYLENE BAG MACHINE by Gloucester Engineering Co., Gloucester, Mass. (above) attracted much attention among visiting technicians. Lever Manufacturing Corp. (below) showed their latest model automatic plastic film slitting machinery. Firm president Edward Johnson is at center in photo.



PACKAGING ENGINEERS attending the Paris show discuss the operating capabilities of the machinery on display at the Inpak Systems stand in the U.S. section of the show with a company representative.

U.S. companies were still selling in Paris as lights went out

Packaging exhibition receives endorsement from participants

U.S. exhibitors were still doing business as the lights were being turned off at Paris' International Packaging Exhibition Nov. 21.

The 36 American exhibitors reported sales of $429,000 worth of equipment during the nine-day show, and estimate additional sales of $6.6 million during the next year as a direct result of the show.

Twelve exhibitors appointed 18 distributors and agents, and two others entered into joint venture and licensing agreements. These totals are not final, however, since 17 companies were still negotiating with 108 prospective distributors, agents and possible licensees at the close of the exhibit.

Most of the U.S. firms stated that they had attained their objectives, and wanted to participate in future shows. An official of the Errich International Corp. of New York said "This is the first show either at home or abroad where we filled four full books of orders and hot prospects."

Bostitch Inc. of East Greenwich, R.I. had to put an extra salesman in their booth just to handle inquiries. "Our French distributor must now visit 150 accounts to demonstrate equipment as the result of our exhibit," said a company spokesman.

Allen Electronics officials were "surprised at the number of people who came specifically looking for us, showing excellent pre-show sales work. People came from 20 countries to see us, and five will probably become licensees."

The actual sales results surprised most equipment manufacturers, who said that packaging equipment is not usually sold at fairs, but generally has to be engineered to individual customer requirements.

Machinery on display ranged from a high-speed single-portion filling machine to bag-filling and sealing machines. Of special interest to the French was a new tetrahedral package form-fill-seal machine.

The U.S. share of the French packaging machine market is about 10%; most imports are from France's Common Market partners, especially West Germany.

Sales results good at El Salvador exhibition

U.S. companies report easy contacts with firms needing new equipment

Successes by such U.S. firms as Eastman Kodak, A. B. Dick, National Cash Register, and Continental Can highlighted the 23-day run of the Second Salvadoran International Fair, which closed Nov. 27 in San Salvador, El Salvador.

Immediate sales totaling $173,055 were reported by the 33 U.S. firms represented in the exhibition. Sales projections over the next year as a result of the fair amount to an additional $1,494,910.

Attendance at the fair totaled 406,448, with 223,909 counted at the American Pavilion.

Kodak's Salvadoran representatives advised that their sales each day at the U.S. exhibition exceeded their best results during their major sales promotion campaigns before the Christmas and Easter seasons.

Press releases and other promotional material for the exhibition were printed on a new Model 360 compact two-color offset press by A. B. Dick in the company's booth, creating substantial new interest in the equipment and its possibilities for El Salvadoran businesses.

National Cash Register's Salvadoran representative found over 30 local company executives interested in NCR's Series 500 electronic computer, as well as numerous potential customers for "total system" cash register installations.

The NCR representative also spent considerable time advising major prospects on the latest methods of streamlining their business procedures and accounting systems.

Prodisa, the Salvadoran representative for Continental Can, reported "easy" contact with over 50 executives of firms interested in purchasing various types of packaging machinery. Prodisa was able to contact many firms about whose packaging requirements they had never known.

The "America Day" ceremonies, Nov. 23, attracted many high Salvadoran government officials, and featured U.S. publicity items throughout the fair for the day. Alexander B. Trowbridge, U.S. Assistant Secretary of Commerce for Domestic and International Business, U.S. Senator Fred R. Harris, and Salvadoran Minister of Economy Dr. Abelardo Torres officially opened the "America Day" festivities.

INTERESTED FRENCH IMPORTERS check U.S. seafood at Seastar, Inc. booth, manned by company president Robert S. Russell (left). Seastar's display of crabmeat and shrimp was one of 14 U.S. booths.

Fresh U.S. seafood enjoys growing market through air shipments to Western Europe

Exhibit at Paris food show features products of 13 American companies; Bureau of Commercial Fisheries plans February seafood display in London

Thirteen U.S. fishery firms supplied a variety of fresh, frozen, and canned fishery products at the Salon de l'Alimentation trade fair at Paris, Nov. 11-21. Sales of king crab meat, shrimp, and frozen lobsters at the fair totaled $120,000 and industry representatives estimate an additional $1.2 million in sales during the next 12 months.

In addition, inquiries were made by major importers from more than a dozen countries.

Participation in the Paris show was another successful step by the Department of the Interior's Bureau of Commercial Fisheries, in developing and increasing foreign markets for U.S. produced and processed fishery products.

Variety of fish

A wide variety of fresh fish was flown to the fair from the Northeast and Gulf Coast at three day intervals. Fairgoers were surprised that the fresh fish was still in fine condition after being flown from 3-4,000 miles away.

Maine lobsters, frozen by a liquid nitrogen process, were displayed for the first time, and importers from several countries expressed a desire to negotiate for an exclusive importing and distributing agreement for this frozen delicacy. In addition to orders taken for France, sales were also made to Belgium and Germany.

There is obviously a growing interest by the food industry in Western Europe in expanding the sale and distribution of fresh, frozen, and canned fishery products by importing U.S. items that are not generally available to the European market.

The Bureau of Commercial Fisheries invites domestic fishery firms to participate in the Frozen Food Exhibition at the U.S. Trade Center in London, Feb. 14-23. Only frozen products are eligible. Closing date for participation in this show is Jan. 6.

Additional information, including shipping instructions, is available from the Office of International Trade Promotion, Bureau of Commercial Fisheries, U.S. Department of the Interior, Room 606, Lynn Building, 1111 19th St. North, Arlington, Va. 22209.

First U.S. marine equipment show gets big response

Frankfurt participants 'amazed' at extent of European interest

The first Commerce Department-sponsored showing of U.S. oceanographic equipment and supplies "was indeed a great promotion," according to the American Consul in Frankfurt.

Consul G. P. Gwaltney reports that the 36 participating U.S. firms made over $150,000 worth of on-the-spot sales, and expect to fill about $4.8 million in orders during the coming year as a direct result of the Frankfurt Trade Center Show.

The 12 American firms which were chiefly interested in finding agents to sell their products in Europe are also following through on contacts made at the show.

The results surpassed expectations for most firms, particularly in view of the highly specialized nature of the products and the fact that purchases of marine equipment depend largely on appropriations received by government and private research institutions.

High level visitors

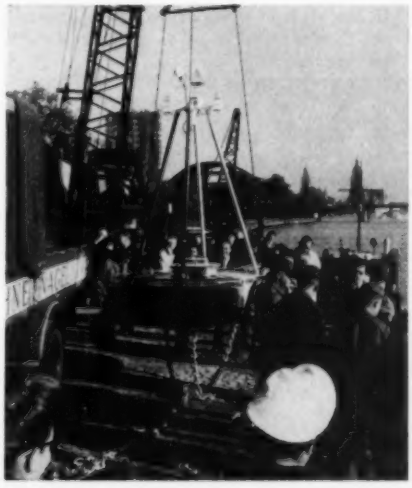
"We were amazed at the large number of high level people from all of Europe. We have been able to ascertain that a definite market exists in Europe for our equipment," said Bren Dunne of Washington's General Precision Decca Systems.

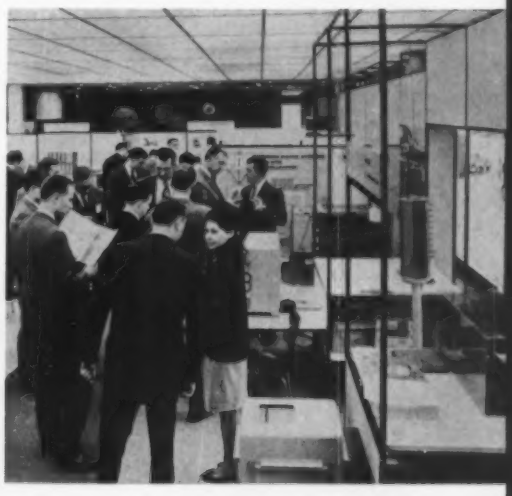
Robert Brown of Nus Corp., Paramus, N.J., stated, "the exposure we received in the first three days would have been impossible for us to duplicate. We discovered new applications for our equipment which hadn't even occurred to us."

Almost 25% of the more than 1,000 registrants came from outside Germany. Firms and institutions from at least 16 other European nations were represented, including a six-man scientific observation team from the USSR.

An Oceanographic Symposium, held concurrently with the show, attracted such leading international authorities as Jacques Piccard and Jacques-Yves Cousteau. Thus, Trade Center officials feel the exhibit not only fostered the sale of U.S.-made products and services, but also contributed significantly to the international exchange of information.

PROMINENT SYMPOSIUM PARTICIPANTS Captain Jacques-Yves Cousteau (Center left) and R. Neuendorffer of General Dynamics (Center right) discuss some of the various equipment exhibits at the show.

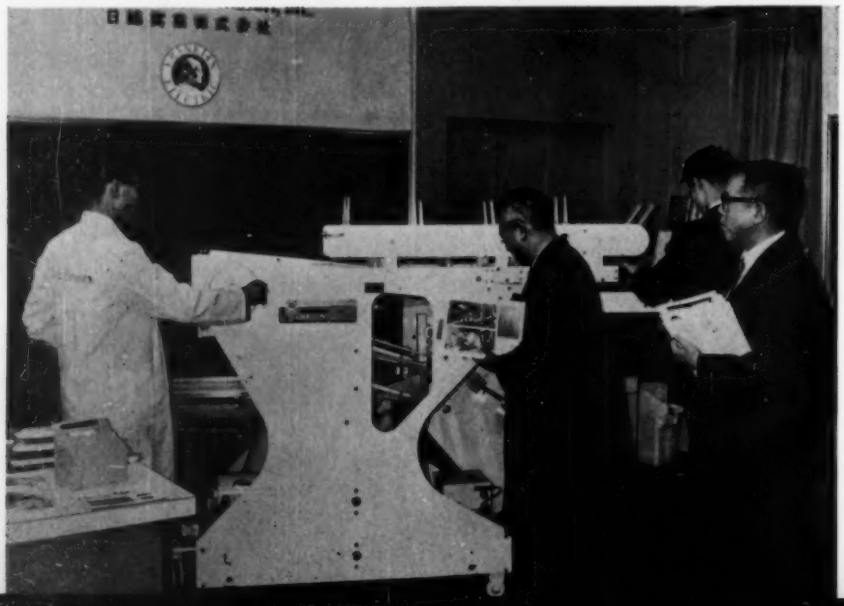




SENSOR BUOY by Litton Industries (above left) is shown as it was about to be placed in the Main River in Frankfurt. The buoy relayed river conditions to the Litton booth at the Trade Center (above right), where visitors could read an information printout. Among the highly technical equipment on display was the salinity-temperature-depth data acquisition system shown by Bissett-Berman Corp.

FOOD PORTION CONTROL EQUIPMENT for commercial and institutional use (above) was shown by Hollymatic Corp., whose international sales manager, Paul English, is at right. Studebaker International exhibited several models of refrigeration equipment at the recently ended show of supermarket items.

AUTOMATIC SHRINK FILM WRAPPING MACHINE by the Franklin Electric Co. was a center of buyer interest on the second floor of the Tokyo Trade Center, where meat wrapping equipment was shown.



U.S. traders turn Tokyo Trade Center into a supermarket

U.S. products dominate market, but competition is growing

Twenty-eight leading U.S. manufacturers of self-service and supermarket equipment exhibited a wide range of U.S. products in the Tokyo Trade Center from Nov. 22-Dec. 1.

Orders booked at the show totaled $39,462, with expected sales during the next year estimated at $441,580. Visitors to the exhibition totaled 1,445, almost all of whom are in the food trades.

Three of the U.S. firms seeking local representation found agents during the show, and one other was negotiating an agreement as the exhibit closed.

A round table discussion sponsored by the Modern Merchandising Methods Club of Japan attracted executives of several large Japanese grocery store chains, including the president of Kinokuniya, Tokyo's first supermarket.

The Trade Center's first floor was arranged to simulate a modern U.S. supermarket, while the second floor contained such backroom equipment as packaging and processing machinery, accounting machines and materials handling equipment.

Appearing at his first Trade Center show opening, the presence of new U.S. Ambassador U. Alexis Johnson reflected U.S. interest and influence in merchandising and self-service supermarket equipment throughout the world.

U.S. manufacturers already dominate the market, but the products of West Germany, Sweden and Switzerland are being imported in increasing quantities. In general, U.S. products compete successfully with other imported equipment.

All the products which the market research study shows as having a sales potential in Japan were in the show.

U.S. manufacturers—six of which were new to the Japanese market—displayed labeling and pricing machines, wrapping machines, cash registers, and other business machines.

The show also included display stands, air conditioning systems, baskets and shopping carts, display-type freezers and refrigerators, fryers and roasters, weighing machines, conveyor systems and power lifts, vans for mobile supermarkets and metal-cutting saws and grinders.

Worldwide Business Outlook pages 17-28

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: The Government of **Peru** has decreed that all drafts, notes and similar instruments issued or guaranteed by the Peruvian Government in connection with credit operations with foreign entities shall not be negotiable and this must be indicated on the respective credit document. The authorizing Decree 365-H was passed Nov. 19th and it was implemented to increase the financial control by the Government . . . In **Switzerland** foreign workers subject to compulsory registration totaled 648,548, according to recent data. This represents a reduction of 27,780, or 4.1%, compared to August 1965. Swiss firms were ordered last March to reduce by 5% over the following twelve months the foreign workers in their labor force . . . To intensify its sales in **Germany,** Motorola, Inc., of Franklin Park, Ill., is setting up a subsidiary there. The company, which produces 17,000 types of semi-conductors, has been a major supplier for the German electronics industry . . . A new petrochemical company in **Chile,** Petroquimica Chilena Ltda., is planning to set up plants to produce ethylene, chlorine and caustic soda, polyethylene, polyvinylchloride and phthalic anhydride. The Lummus Co. is designing the ethylene plant which will have an annual initial capacity of 30,000 metric tons and is to be completed by Jan 1, 1969. Another plant, to produce chlorine and caustic soda, will be built near Concepcion, possibly by a German firm. This plant is to have a capacity of 100 tons daily and its total cost is expected to be about $12.5 million. In addition, the new company is negotiating with Dow Chemical to set up a joint enterprise to produce polyethylene and polyvinylchloride. Also, W. R. Grace & Co. and Petroquimica Chilena have plans to establish a company to produce 2000 tons of phthalic anhydride annually. Petroquimica Chilena is closely linked to the Chilean Government agencies in charge of industrial development (CORFO) and petroleum development (ENAP).

U.S. INVESTMENTS INCREASE

Korea forges ahead

Status as important commercial import market sustained by exports

Korea's dynamic economy is continuing its rapid rate of growth and development during 1966. Exports are expanding and foreign exchange holdings are increasing as South Korea sustains its emergence as an important market for commercial imports of machinery and equipment, raw materials, technological know-how and services.

Government and business leaders have gained in experience in the management and direction of the economy and prospects for a continuation of the current growth and development of the Korean economy are considered excellent.

Personal visits and inquiries to the U.S. Embassy, Seoul, demonstrate that from the U.S. business and financial enterprises are beginning to take note of the trade and investment opportunities that are being created in Korea.

This record achievement of economic growth and development is considered to be a success for U.S. foreign policy and programs and to present a challenge to U.S. business and financial enterprises to take advantage of the varied investment opportunities.

While Korean authorities welcome the participation of U.S. concerns in developing the Korean economy, it appears that foreign competitors, especially the Japanese, are moving more aggressively and more effectively than are U.S. firms to take advantage of these opportunities.

Korea's commodity exports continued to set new records during 1966 and all indications suggest that the 1966 goal of $250 million will be exceeded with the U.S. continuing as Korea's main customer.

Commodity imports up

Total commodity imports (including aid-financed) during the first half of 1966 were 50% above the level of the corresponding period of 1965.

Although the U.S. continued to supply approximately 40% of total Korean imports, it provided 14% of the imports financed with Korea's own foreign exchange (KFX). Japan continued to be the largest supplier of KFX-financed imports.

Korea's total exports during the first six months of 1966 were $116.6 million, 47% of this year's export target of $250 million, and 66% above the level of exports during the corresponding period of 1965. Manufactured goods and machinery amounted to $70.8 million (61%) of total exports.

During this six-month period, the U.S. was Korea's largest buyer ($43.6 million or 37%), followed by Japan ($29.6 million or 25%), and Vietnam ($7.1 million or 6%).

Major export items contributing to the record level of exports included mineral products, plywood, raw silk, cotton and woolen textiles, garments, footwear and miscellaneous manufactured goods including human hair products.

These exports do not include sales of goods and services to the U.S. military forces in Korea and Viet-Nam; such sales amounted to $25.3 million, or 51% of the goal for 1966.

The foregoing export data do include bonded factory exports which during the first half of 1966 amounted to $14 million, more than double the amount during the corresponding period of 1965.

Korea's total imports during the first half of 1966 amounted to $300 million; the U.S. supplied 40% and Japan 38%. Of this total, $165 million (55%) was financed from KFX.

Because of increased cotton replacement imports and imports of iron and steel scrap, the U.S. share of the enlarged KFX market increased slightly, to 14% as compared with 11% during the first half of 1965.

Major KFX-financed imports from the U.S. included iron scrap, raw cotton and dairy products. Major items supplied by Japan included man-made fibers, chemical preparations, steel mill products and industrial and electrical machinery.

The Korean Government is moving to liberalize trade. Its formal application for accession to the GATT was filed in July and during June the Ministry of Commerce & Industry announced the Government's liberalized trade plan for the last half of 1966.

The number of automatic import approval items was increased by 133 for a total of 2370 items. Partially restricted items were decreased by 11, to 144 items and restricted (quota) items increased by one to 12 items.

The foreign investment climate continues to improve and opportunities continue to multiply U.S. visitors to Korea have displayed interest in investments in food processing, electronics, component parts manufacturing, chemicals and pharmaceuticals.

A new foreign capital inducement law provides increased incentives for foreign investment, including the annual remittance of dividends and profits; repatriation of capital at a rate of 20% per year, two years after commencement of commercial operations; and a five year tax holiday on corporation, personal income and property taxes, with the tax for the following three years set at 50% of the normal tax.

During the first eight months of 1966, 11 equity investment projects (totaling $8.6 million) were licensed under the new superseded foreign investment encouragement law. Seven of these involved U.S. firms and included investments in a food processing plant, three textile plants, two electronic component parts plants (Fairchild and Signetics) and an investment in Korea's fifth fertilizer plant.

During the same period, seven technical assistance agreements were made; five by Japanese firms for manufacture of diesel engines, tire tube frames, transformers, drills, and weaving machinery; and two by U.S. textile manufacturers.

The Korean Government's Office of Fisheries invited five U.S. fishery and seafood companies to participate in joint ventures with Korean firms for the development of fisheries and fish products industries.

Projects being contemplated include seafood canneries, purchase and contract use of fishing vessels and/or vessel construction materials and other facilities. About $20 million in foreign equity investment is needed for projects presently under consideration.

The overall index of industrial production reached 204 in August, more than double the 1960 level. Manufacturing output increased by 11%, mining by 20% and electrical power production by 16% compared to August 1965.

KOREAN MACHINERY IMPORTS are sustained by the nation's growing export sales. Korea has become an important market for commercial imports of equipment, raw materials, technological know-how and services. Prospects for continued growth of the economy are considered excellent.

Raw materials available

The higher level of industrial production reflects readily available supplies of most raw materials, an ever-increasing export demand for such items as plywood, flourite, canned foods, truck and passenger car tires, plus the domestic construction boom unparalleled in Korea's experience.

The building boom, which began in February and continued with full force throughout the second quarter, taxed severely the existing supplies of all types of building materials, especially cement, bricks and tile. The resultant scarcity of cement and other basic construction materials imposed construction delays and higher prices.

The production gains were offset in part by lower levels of output for the textile, fertilizer, cigarette, machinery and printing and publishing industries.

The influx of tourists is making ever-greater demands on hotel accommodations, particularly in Seoul. Korean Government tourism authorities identify an immediate need for an additional 500-650 first-class hotel rooms and have been reported to be in contact with U.S. hotel firms that might be potential partners in the building and operating of a 300-500 room hotel.

Overseas Korean interests are reported to be engaged in preliminary discussions for the construction of a 21-story hotel in downtown Seoul.

INVESTMENT CLIMATE FAVORABLE

Thai economy bustling

Industrial production, imports break records; new development plan formulated

Thailand's industrial production hit record levels during the third quarter of 1966 with almost all industries operating at capacity and with imports for the first eight months far exceeding normal growth trends.

Thailand's favorable investment climate has stimulated both domestic and foreign capital interest, as the Government made clear that it was relying heavily on private enterprise to achieve many of the goals of the country's new plan for economic and social development for 1967-71.

The building materials industry continued to pace the economy in an attempt to fill the heavy local demand for construction materials. Siam Cement, giant of the building materials industry, operated at peak levels, while Thai Plywood and other suppliers of wood products were unable to keep up with demand.

Production of autos, trucks, tires and assembly of air conditioners and refrigerators, also outstripped previous performance levels.

The growing demand for locally produced building materials, vehicles and consumer products has encouraged a number of local manufacturers, including Firestone, Isuzu Motors and Siam Cement, to expand their production facilities.

The new Bangkok Plywood factory began producing in July and with a capacity of 8000 pieces of plywood per day, the new plant should alleviate Thailand's recent severe shortage.

The Chemical Fertilizer Corp. plant was completed in July at Mae Sot and began test runs in August. Production capacity of the plant will be 150,000 metric tons of ammonium sulphate a year.

Draft regulations for Thailand's petroleum industry were drawn up and reviewed by an international consultant retained by the Thai Government. The regulations are expected to be completed by the end of this year.

Draft regulations are also being prepared for mining valuable offshore tin deposits and the Ministry of National Development has granted permission for four firms to investigate zinc deposits at Mae Sot.

Total imports for the first eight months of 1966 were valued at $709 million as compared with $461 million for the first eight months of 1965. Although details are not available for the full eight months, the U.S. share of the Thai import market reached 34% by the end of June 1966 in contrast to 17% for the comparable period last year and 19% for calendar 1965.

U.S. assistance programs have been responsible for much of the increase in imports during the year. The large increase also reflects the effect of various economic forces and government actions to encourage imports.

Ban on plywood lifted

Government actions included lifting the ban on plywood imports, and on other items considered non-essential, as part of the Government's program to cope with upward pressures on prices. Small price rises and higher incomes of construction workers have also stimulated imports.

The strong foreign exchange reserve position of the Thai Government, $819 million by the end of September 1966, permits the further use of imports to facilitate and control an accelerated rate of development. With continued development support from the International Bank, the U.S. and other investors and donors, the economic outlook for the future is bright.

During the quarter, the Thai Government granted investment promotion privileges to 15 firms having a total capitalization of $3 million of which $1 million represented foreign capital.

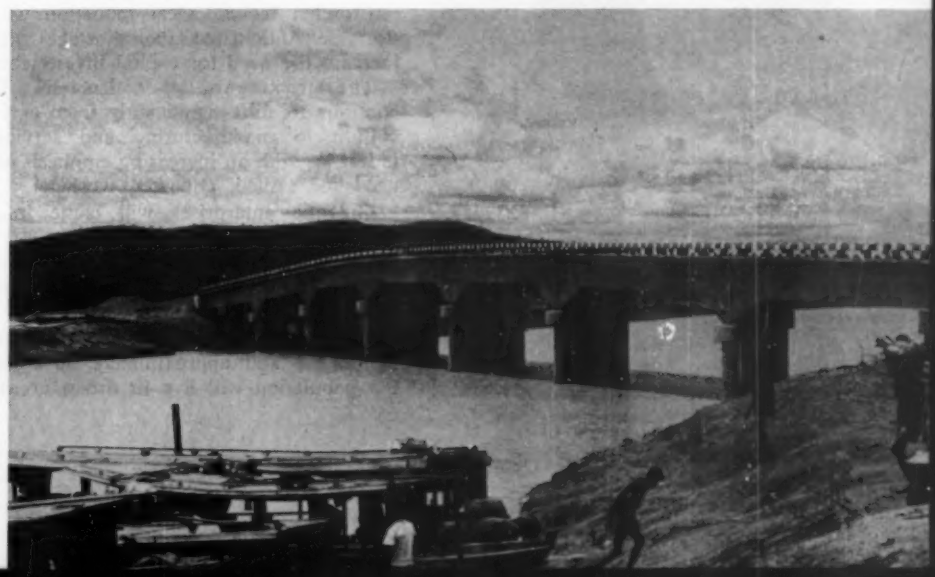
During the same period the International Finance Corp. of Thailand granted a total of $1.1 million in loans to several firms including three mining companies, two textile firms, a condensed milk plant and a jute mill.

International Telephone & Telegraph (Thailand) Co., (ITT) a subsidiary of ITT of New York, received promotion privileges in July to manufacture communications equipment. The local company will be capitalized at $1 million, 51% of which will be U.S. capital.

The Overseas Trade Corp. of New York in September submitted a proposal to manufacture shirts and slacks for men, women and children, for export to Europe and the U.S. The corporation plans a $7 million joint venture with local capital.

The Export-Import Bank of Washington, announced in July that a $14 million loan had been made to the Siam Kraft Paper Co. for the purchase of equipment and services for a new paper plant.

DEVELOPMENT OF RURAL AREAS will be stressed by Thailand in its new five-year development plan. Development spending projected for the period will be approximately $2.75 billion. About $750 million is expected to come from the International Bank, Japan, the U.S., Germany and others.



The Thai Government has established goals for development spending for the next five years in preparation for its issuance of the second Five Year Development Plan on Oct. 1.

The Government indicated that it intends to achieve many of these goals by continued dependence on private enterprise for industrial and commercial growth. Although details of the new plan are not yet available, officials plan to channel a major part of public investment to the rural areas continuing a process begun five years ago.

Development spending projected for the five year period will be approximately $2.75 billion. Of this total Thai authorities hope to obtain about $750 million from the International Bank, Japan, the U.S., Germany and other investors and donors.

In the past year, the U.S. has provided less than half of the total technical assistance and loans that Thailand has received.

U.S. technical aid

Thai authorities plan an ambitious goal of maintaining a 7 to 8.5% real increase in gross national product annually. Thailand's record of past economic growth is very impressive, 7% annually in real terms over the past ten years.

MODERNIZATION OF AGRICULTURE is being pushed by the Government of Thailand. Chemicals are expected to be emphasized in order to increase the country's agricultural output.

Japanese study envisions more plentiful life in 1986

Average Japanese to have more, better food and housing; 40-hour work week, higher wages predicted by committee

In 1986 Japan's population will have grown to 116 million, the average family will enjoy a four-room housing unit with a private bath and kitchen and will have more and better food, according to projections outlined in a report by Japan's National Livelihood Council.

The three-part report also envisions an average work week of 40 hours and wages three to four times higher than they are today.

The National Livelihood Council, an advisory committee to the Prime Minister, initiated the report at his request.

Of the three parts of the report, part two, dealing with the desirable pattern of national livelihood 20 years from now, has significance for U.S. trade objectives in Japan, patricularly since they relate to future U.S. exports to that country.

The Council proposes that Japan's annual per capita national income be raised from the present $690 to $1500 by 1976 and to $2500 by 1986, which is close to the current level in this country. Japan will not catch up with the advanced European countries and the U.S., but the income gap between them will narrow.

Although Japan's present population of 100 million will rise to 116 million by 1986, the average number of persons per household will decline from the present 4.0 to 3.3 and families will increase from 24 million to 35 million, the report states.

As for its advancement of technology and industrial structure, Japan's reliance on foreign technological induction will decrease. Anticipated labor shortages will increase the need for capital investment.

The structure of labor demand will continue to shift significantly from agriculture to manufacturing and service industries with an increasing emphasis of need for skilled, educated workers.

Gigantic enterprises will come into being, requiring public controls to prevent monopolistic abuses. The automobile, petroleum and electronics industries are expected to grow remarkably.

Agricultural population will continue its decline and approximately 80% of the popuiation will live in urban areas.

Changes in the Japanese diet will show an increase in both caloric and protein intake the report predicts.

Housing and environment are the two areas where the greatest changes are expected to be made in the next 20 years. Most families would have a housing unit of four rooms with private bath and a kitchen, equipped with heating and air-conditioning, according to the report.

The sewerage system, still largely uncovered and primitive by Western standards, will be 100% covered in 20 years. Space for parking will increase three-fold and road space will increase ten-fold.

For the first ten years the national and local governments will have to spend $75 billion. Over the next 20 years, the government will have to spend $125 billion. The latter figure represents about 3.2% of the total estimated national income of Japan for the next 20 years of $3.6 trillion.

Funds to support these programs will be raised, through increased taxes or the issuance of government bonds, or a combination of both.

Japan's requirements for industrial raw materials and foodstuffs as well as for advanced-design machinery and equipment to meet the many and varied demands of the ultra-modern world of 1986, should grow tremendously.

The U.S., during the next 20 years, as Japan's primer supplier of goods which now run more than $2 billion yearly, should experience a corresponding expansion in its export volume.

Barbados independent

Barbados, the most easterly of the British West Indies, on Nov. 30 was granted independence from Great Britain.

The island has a population of about 25,000 and its capital is Bridgetown. Its economic base is comprised of tourism, sugar and sugar products.

Barbados is approximately 450 miles from Caracas and about 480 from San Juan.

VIGOROUS EXPANSION CONTINUES

Spain sees GNP growing

Imports from U.S. climb nearly 65% to $528 million; exports jump 45% to $115 million

Spain's economy in 1965 was characterized by a continuation of the vigorous expansion of recent years, which has resulted in a 9.2% annual average growth in gross national product since 1960, second only to that of Japan among the 21 OECD countries.

According to a recent government report on the results of the Economic & Social Development Plan during 1965, Spain's national income in 1965 totaled $18.8 billion, an increase of 8.2% in real terms over 1964's level.

Rate of increase

For the second consecutive year the increase was well above the projected 6% annual rate of increase contained in the plan's original guidelines. Per capita basis national income rose 7.3% in real terms during the year to $594.

Since the initiation of the plan in 1964, real per capita income has risen 33% from $448 at the end of 1963. Figures on comparative standards of living in 1963 and 1965 contained in the accompanying table show that increasing prosperity has been reflected in changing consumption patterns, as appliances and higher quality foodstuffs were bought by an increasing number of Spaniards.

Pressures generated by the high level of demand during 1965 were reflected in both foreign trade and domestic prices.

This past year total imports rose by 34%, with nearly all customs sections experiencing increases. One of the greatest gains occurred in foodstuffs, up 42%, reflecting in large degree Government imports to hold down consumer prices.

Exports held down

In contrast to the sharp rise in imports, exports rose by only 1.4%. One factor holding exports down was doubtlessly the high level of domestic demand, which assured most businessmen an easy market for their merchandise without resorting to foreign markets.

In comparing 1965 performance with 1963, the year prior to initiation of the development plan, imports have risen nearly 55%, from $1,955 million to $3,024 million last year, while exports have increased only 28%, from $735 million to $945 million.

In this period, U.S.-Spanish trade has jumped even more spectacularly—Spain's imports from the U.S. climbed nearly 65%, from $320 million to $528 million, while exports to the U.S. have risen nearly 45%, from $79 million to $115 million.

Despite the increased level of imports, demand pressures spread into the price structure. The official cost-of-living index rose by 9.3% during the year and the wholesale price index by 5.5%. Inflationary pressures were doubtlessly heightened by wage increases which, in rising an average 14.5%, exceeded by a wide margin the 7.5% increase in productivity.

Another indication of the rapid changes in Spain's economic structure is revealed in the figures on population. In 1965, Spain's population increased by 0.8%

Indicators show rising living standards

	1963	1965	Percentage Increase
Consumption of foodstuffs			
Meat (lbs. per capita)	58	60	3%
Fish (" " ")	37	44	20%
Sugar (" " ")	45	50	11%
Eggs (dozen per capita)	15	17	12%
Milk (gallons per capita)	17	18	2%
Oranges & tangerines (total consumption metric tons)	420,000	510,000	21%
Total wages (million dollars)	7,439	9,899	33%
Education (number of students)			
Primary school	3,931,775	4,262,475	8%
High school	483,479	701,669	45%
University Level	102,216	125,771	23%
Books printed	8,694	11,136	28%
Production of durable goods			
Television sets	315,000	550,000	75%
Refrigerators	243,000	600,000	147%
Washing machines	227,000	450,000	98%
Telephones installed	2,268,000	2,772,000	22%
Cars (total registration)	529,700	807,317	52%
Residential construction			
Units built with official support	206,703	240,793	16%
Basic products (per capita consumption)			
Gasoline (gallons)	11	14	27%
Steel (pounds)	242	385	59%
Cement (pounds)	585	807	38%
Electric power (kilowatt hours)	643	790	23%

Source for all data: *Memoria Sobre la Ejecucion del Plan de Desarollo Economico y Social, 1965*, Development Plan Commission, Madrid, 1966.

to reach 31.7 million. Of the active population of 12.2 million, 32% were employed in agriculture, 35.4% in industry, and 32.6% in services. During the year 298,400 new jobs were created in the industrial and service sectors. Filling these openings were 197,000 workers from agriculture, 21,300 workers from the unemployed ranks and 79,400 people who entered the working population for the first time.

Accompanying the increase in active population was a rise of 7.5% in gross productivity, compared to a rise of 6.7% in 1964. Wages, on the other hand, rose by 14.5% in current terms and by 2.9% in real terms.

Many new firms

Further proof of Spain's economic boom was provided by statistics on newly-created business firms. During the two years of the development plan 10,433 new firms with a total capital of almost $700 million have been founded, surpassing by an ample margin the 7,524 new enterprises which were begun in 1962-63, a period of active expansion.

Agriculture, industry, and service fields all made positive contributions to the increase in Spain's national product in 1965. Leading in growth was the industrial sector, where production rose by 11% compared to 1964. Service industries also showed a good gain, increasing by 8.3%. In contrast to the preceeding year, agricultural output rose by 2.7%, but failed by a wide margin to offset the 9.4% drop suffered in 1964. Farm products were up 4.5% and fishing up 9.4%, while livestock output was down 3.2%, and forestry down 12.6%.

Considering the 9.4% decline in overall production suffered by agriculture in 1964, last year's gain of only 2.6% was disappointing.

Farm wages rise

During 1965, average farm wages per worker increased by 10.8%, while productivity rose by 8.1%. For the first time since 1958 the rise in prices received by farmers for their products exceeded the rise in prices of the seeds, feeds, and fertilizers which they must purchase.

Export earnings from agricultural products fell by about 10% below 1964's level. The share of total export earnings provided by agricultural goods declined from 57% in 1964 to 51% in 1965.

At the same time, imports of farm products rose by nearly 42%, a percentage greater than the overall 34% increase in imports during the year.

Public investment in agriculture during 1965 was estimated at $215 million, some $66.7 million greater than in 1964. Of the total, 46% was used for irrigation projects, and 64% for land development, reforestation and consolidation of small land holdings.

Spain's gross domestic product

Millions of dollars

	GDP in 1965	Percentage increase over 1964 (in real terms)
Primary industries	$ 3,877*	3%
Agriculture, livestock & forestry	3,666	3
Fishery	212	9
Secondary industries	$ 6,919	11%
Mining	306	7
Manufacturing	5,171	12
Public utilities	380	3
Building & public works	1,061	11
Tertiary industries	$ 9,317	8%
Transport & communications	1,255	9
Wholesale & retail trade	2,433	9
Banking & finance	899	9
Other services	4,741	8
Total	$20,114	8%

* Totals do not add due to rounding

Industry expands

Private investment during the year was placed at $140 million, most of which was used to increase farm mechanization.

Industrial expansion continued, as real output rose by 10.9%, only slightly less than the 11.6% increase registered in 1964. The greatest increases occurred in manufacturing and construction (building and public works) while lesser gains were achieved by the mining industry and public utilities.

Output of the more important industries is shown in the accompanying table, which, in addition to providing production statistics for 1963 and 1965, compares actual production to targets established in the development plan. Most sectors, with the exception of coal mining, turned in favorable performances relative to their targets.

Average wages in industry rose by 15.2% (3.5% in real terms) while productivity increased by 6.4%.

The gross domestic product in the services sector, which contributed nearly half of total gross domestic product, rose by 8.3% in real terms during 1965. Average wages in services rose by 13.1% in current prices (1.6% in real terms) while productivity was up by 4.8%.

The increase in public expenditures by the Government during 1965 was pronounced, rising 25% to $3.3 billion. With public revenues rising less sharply, a Government deficit of $78 million was incurred with the Bank of Spain.

A 20% increase in total asset formation (private and public) was achieved in 1965, more than double the rate programed in the development plan. On a percentage basis, investment amounted to 24.8% of gross national product, a relatively high percentage compared with other European countries.

Investments increase

Much of the increase in investment was due to private interests, whose investment activity was reflected in a sharp rise in demand for funds from banks and the capital market. In most cases the banking system was able to meet demand, for reserves had been accumulated in recent years, largely as a result of balance-of-payment surpluses. The banking system's liquidity coefficient stood at 19.5% at the beginning of 1965, well above the compulsory 13%.

Private consumption also rose sharply, climbing 9.1% in real terms over the 1964 level. This gain is well over the 5.5% increase projected in the Development Plan and surpasses the increase of 8.2% in national income during the year.

SOUTH AFRICA

Inflation stirs concern

Extension of credit takes on greater significance in making sales

By ROBERT B. PARKE

Supervisory Commercial Officer
U.S. Consulate General, Johannesburg

Beset as it is with unruly inflationary pressures, increasingly stringent government controls over the economy, and an unenviable political position with most of the rest of the world, South Africa nevertheless remains an attractive market for U.S. exporters.

Among the South African business community generally, there is virtually an instinctive orientation toward the U.S. as a source of supply, despite the political differences that tend to disturb an otherwise optimistic outlook for U.S. trade.

Money is plentiful, inventories are down, and the country's gold and foreign exchange reserves are at a satisfactory level. The economy is booming and is expected to continue to do so for some time.

Anti-inflationary measures taken in July, together with August's deflationary budget, however, do not appear to have arrested the upward swing in the cost of living; new investment is rising, wholesale and retail price indices have not leveled off; sales of consumer durables, such as automobiles, are considerably higher than last year.

While inflation is increasingly preoccupying the authorities, the consensus is that the Government's actions toward stemming the inflationary tide are dictated as much by political and strategic considerations as by any other.

The convention of the Associated Chambers of Commerce of South Africa, held in mid-October and attended by 300 delegates from all over the country, called for a relaxation of import controls and for a chance to let the free enterprise system find a solution to inflation.

The convention also asked for withdrawal of the unpopular Restricted List, a long list of consumer goods which authorities consider either non-essential or available from domestic sources, and for which importers must surrender three rands ($4.20) worth of hard-to-come-by import permits for one rands worth of goods (1 rand = $1.40).

On the eve of the Convention the Minister for Economic Affairs pointedly announced that the balance of payments situation does not yet justify a relaxation of import controls, that current gold and foreign exchange reserves cover only about three months requirements that the Restricted List is designed to conserve foreign exchange for essential imports (the trade says its purpose is to protect marginal domestic producers), that import control policies are devised to build up inventories of essential machinery and equipment and raw materials to cover up to 18 months requirements (the trade calls it strategic planning—against the possibility of economic sanctions being imposed against South Africa).

Import policy helps

The Government's current import policies, although restrictive, afford significant opportunities for U.S. exporters, albeit less so for exporters of consumer goods. According to the Minister of Economic Affairs, initial import-permit allocations for 1967 will be about the same as those for 1966, but weighted in favor of machinery, equipment and raw materials as against consumer goods.

Indications are that subsequent allocations will be just as high. It is estimated that the 1966 import bill for machinery and equipment alone will total around $420 million, f.o.b. value.

In view of the stress being laid on the need to build up inventories and provide for the country's service industries—in which capital investment in terms of foreign exchange is heavy—the likelihood is that orders for machinery and equipment from abroad will be significantly higher in 1967.

This probably will also be true of raw material imports, which in 1966 are expected to exceed $280 million, excluding petroleum but including chemicals.

Total imports in 1966 have been running somewhat lower than in 1965, a big year, when they totaled over $2.1 billion. The U.S. share also appears to be running at a lower rate than it did in 1965, when imports into South Africa from the United States amounted to nearly $409 million, f.o.b. value. Barring untoward political developments, imports from the United States in 1967 are expected to exceed the 1965 total, as total imports are expected to range from $2.4 billion to $2.5 billion.

Although the Restricted List is roundly damned by the business community, there are still considerable amounts of foreign exchange available for the importation of restricted consumer goods; because importers are required to surrender import permits for such goods at the rate of three for one, the amount is simply not as great as local importers would like it to be. The value of consumer spending in South Africa is now running at the rate of around $7 billion a year—a good deal of which represents demands for imported goods.

Another Government policy affording export opportunities for U.S. traders is the one providing special consideration for imports of capital goods required by new industries with reasonably good prospects of becoming economically viable.

In October the Board of Trade & Industries published a list of 71 industries whose establishment the Government wishes to encourage. The Board's survey of gaps in the country's industrial structure showed that industry could be strengthened in engineering, electronics, leather, footwear, textiles, clothing, chemicals, paper and printing.

The board has indicated that restrictions on imports of capital goods would be lifted in cases where a manufacturing proposition appeared to be of long term benefit to the economy and in the interests of consumers.

The list of desirable new industries, according to the board, is also proving a useful guide to prospective investors. The Government will consider, strictly on merit, applications for tariff protection up to 25% ad valorem in the case of new manufacturing enterprises.

Higher taxes, customs and excise duties, plus increased harbor and freight handling charges that went into effect in the last half of 1966 will afford a measure of added protection to domestic manufacturing industries.

South Africa is today the most highly industrialized country in Africa. But it

produces only around 40% of its requirements of machinery and equipment, although in some narrow fields, such as heavy mechanical engineering, production supplies as high as 80% of requirements.

Competition for this growing and lucrative market is making sales to prospective South African buyers far from a cut and dried affair for U.S. exporters.

Spurred by the Government, because of its balance of payments problem, South African importers, who have long been accustomed to paying cash on the barrel-head, have begun to resort to overseas credit facilities.

France has been able to increase its trade with South Africa five-fold in recent years, due to a significant extent to recent ties between French financial institutions and South African groups affording overseas credit facilities.

The United Kingdom traditionally has been South Africa's largest supplier, and reports suggest that British industry is doing its utmost to see that it remains so despite political clouds darkening relations between the two countries. The continued availability of credit facilities will play an important role, according to the Birmingham Trade Mission which visited South Africa Nov. 5-23.

Other industrial countries showing an increasingly marked interest in the South African market are Italy, Japan, and Germany. Each of these countries promotes the participation of its manufacturing industries in numerous shows and exhibitions held in South Africa each year.

While U.S. exporters can expect to find potential South African buyers receptive to their sales efforts in the year ahead, indications are that inquiries about the availability of credit facilities will be more numerous than in the past.

Swaziland independence

Swaziland, the smallest of the three former British territories in southern Africa, is slated to receive its independence not later than the end of 1969.

Swaziland is richer in natural resources than either Botswana or Lesotho but also offers a number of worthwhile trade and investment opportunities.

For loan copies of a new report, "Basic Information on the Economy of Swaziland," prepared by the U.S. Consulate in Mbabane, **write:** Africa Division, BIC, Department of Commerce, D.C. 20230.

Africa's two newest nations offer opportunities for U.S. investors

Former British territories of Bechuanaland, Basutoland record little trade with U.S.; major imports are foodstuffs, machinery

By WILLIAM K. KRIST
Africa Division, BIC

Botswana and Lesotho are Africa's two newest additions to the ranks of the world's independent nations. Both of the southern Africa countries are landlocked, former British territories, and economically dependent on agriculture. Both offer opportunities to the discerning investor as they develop their economies.

Botswana, known as the Bechuanaland Protectorate until independence on Sept. 30, is a vast tableland of 222,000 square miles, roughly the size of Texas, with a 1964 population of 543,000.

Formerly called Basutoland, Lesotho attained independence on Oct. 4, four days after Botswana. Lesotho's 11,716-square-mile area is slightly larger than Maryland. Its population, however, is almost twice that of Botswana, totaling 976,000 according to a 1966 census.

As in Botswana, Europeans comprise only a very small percentage of the population, somewhat less than 1%, in both of the countries.

Lesotho is located within South Africa's borders and Botswana shares a 1,035-mile southern border with South Africa. Other countries neighboring Botswana are the territory of South West Africa to the west and north, Rhodesia to the east, and Zambia to the north.

Not too surprisingly, South Africa is the major trading partner of both countries. In 1965, Botswana's exports were valued at roughly US$15.8 million, while Lesotho's came to $6.6 million. Botswana's imports, 75% of which come from South Africa, were valued at $23.1 million, as compared to $24.5 million, almost entirely from South Africa, for the more populous Lesotho.

The major exports from both countries are livestock and livestock products, while the major imports are foodstuffs, and machinery and equipment. No data are presently available on U.S. trade with Botswana and Lesotho; however, the amount is probably minimal.

In 1965, about 30,000 persons from Botswana and some 180,000 from Lesotho sought temporary employment in South Africa. Such workers return about $2.8 million to Lesotho and roughly $1.4 million to Botswana annually.

Botswana's gross domestic product has been estimated at approximately $35.5 million, and Lesotho's at $49.0 million. These figures have been included in the South African gross domestic product heretofore and are only rough estimates.

Botswana and Lesotho belong to the South African monetary area, along with Swaziland and South West Africa, and use the South African rand, worth US$1.40. This arrangement provides them with a stable, internationally recognized currency, but it also means that they are subject to South Africa's monetary and fiscal controls.

Tariff regulations

The two new independent nations also utilize South Africa's tariff regulations and rates in accordance with a 1910 customs agreement. Under this agreement no tariffs exist on goods moving between these countries, except for wines and spirits; imports from outside the area are subject to South African tariff rates.

South Africa maintains the customs posts, except for Botswana's border with Rhodesia and Zambia, and distributes a percentage of the total customs receipts to the two countries. Participation in this agreement, which is being renegotiated, provides Botswana, and Lesotho with a wide, tariff-free market.

At the same time, however, it means that a new enterprise in either country is faced with strong competition from South African goods. One side effect of this agreement has been to make it extremely difficult to obtain reliable trade statistics for Botswana and Lesotho, as data for these countries are generally merged with South African figures.

More than 90% of the population of Botswana depends on agriculture for a livelihood, primarily on cattle raising and, to a smaller extent, on sheep and goats.

In 1964 there were an estimated 1,350 thousand head of cattle in Botswana, but in 1965, this was reduced to about 950,-000 head by the severe drought.

Although the drought appears to have ended, it will be years before the national herd recovers. For the long run, the Gov-

ernment hopes to increase the size of the herd to more than two million head by increasing the number of watering points and improving the grazing land.

Grain sorghum and maize are the staple foods, but beans, cowpeas, millet, ground-nuts and wheat are also grown. Cotton has been introduced recently, and its export value increased from $25,000 in 1963 to $308,000 in 1965. Botswana usually produces enough foodstuffs to satisfy internal demand; this past year considerable foodstuffs had to be imported due to the drought.

One fact which augers well for the long-term future of agriculture in Botswana is that only 5% of the arable land, some eight million acres, is being used.

While the government is primarily concentrating on agricultural development, some emphasis will also be given to development of mineral resources and secondary industry, in order to achieve a more diversified economy. Asbestos, manganese and gold exported in 1965 were valued at $259,000, $44,000 and $980 respectively.

Botswana has known reserves of coal for future development, of which the Mamabula field, with approximately 400 million tons, is the largest. The country also has small deposits of nickel, iron, lead, silver, Kyanite and moderate deposits of soda ash and salt.

The best immediate prospect for mineral development appears to be in copper, of which a substantial ore body has been located by Roan Selection Trust Ltd. Exploitation of these reserves is now dependent on raising the capital for the necessary power and roads.

Botswana's limited industrial activity is currently centered around two towns: Francistown, where there is a tannery, creamery and animal fodder plant; and Lobatsi, where a slaughter house and a cannery are located, along with a maize and malt mill, two small textile plants and a small soap factory. An industrial site has recently been established in Gaberones, the capital, where power and water supplies are available.

The best prospects for industry in Botswana lie in processing raw materials, such as cotton, leather or fish. The Chobe Game Reserve has one of the largest concentrations of plains game in Africa today, and Victoria Falls is reasonably close, making tourism another investment opportunity.

Impediments to new industry are the wide dispersal and small size of the local market, the lack of indigenous skilled labor, and the lack of infrastructure, such as roads and communications.

Lesotho is also almost entirely dependent on agriculture, primarily on raising livestock such as sheep, goats and cattle, of which there were 1.8 million head in 1962.

Maize, sorghum, beans, wheat, peas, barley and oats are grown and, as might be expected, the major export is wool and mohair, valued at $3.6 million in 1965, followed by wheat ($1 million) and cattle ($0.6 million).

The drought, which has covered all of southern Africa in recent years, has also done extensive damage to Lesotho. The most recent sorghum crop, for example, has only been one-fifth to one-half the size of a normal year's return and the country has had to import large quantities of maize and other foodstuffs.

Since 1963, the government has been concerned with soil conservation; a program is being administered by the Lesotho Department of Agriculture. This program is vitally necessary since four-much of the remainder has been exhaust-fifths of the land is mountainous, and ed from years of continuous use and lack of fertilization.

Lesotho has few natural resources and no significant industrial development. Geological surveys have been discouraging to date except for diamonds, which are mined in small quantities by individual Basuto diggers, and were valued at $215,000 in 1963.

Industrial development has been hindered by many factors, among which might be mentioned the low purchasing power of the local population, the absence of cheap power and raw materials and the system of land tenure, which prohibits individual ownership of land.

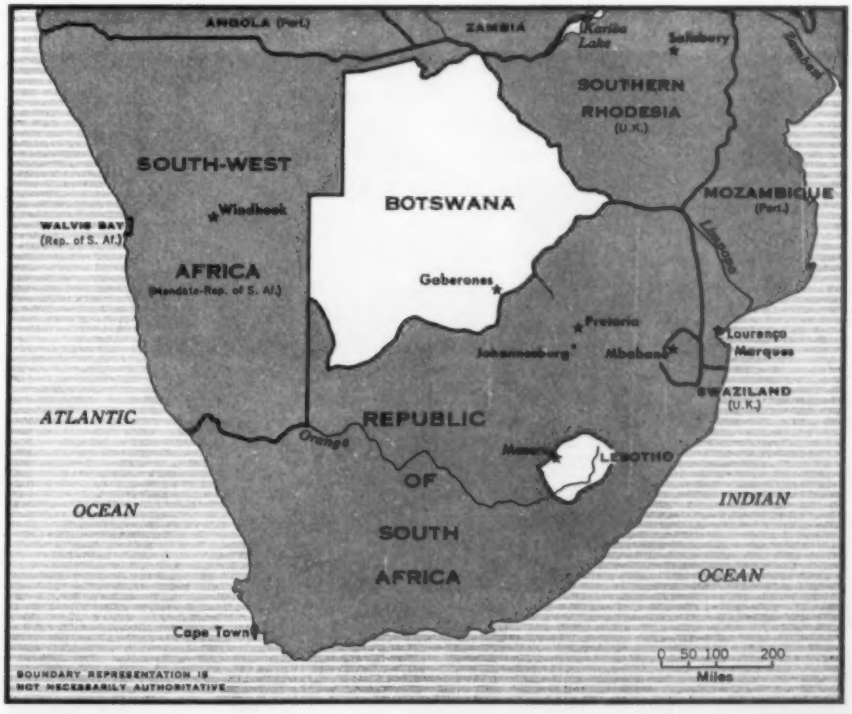
The best immediate development prospect lies in the exploitation of Lesotho's hydroelectric and water potential. One scheme which is envisaged is the $33.6 million Oxbow project, which involves a dam capable of supplying 78 million gallons of water daily for export to South Africa and several hydroelectric stations capable of producing 250 million kilowatt hours of electricity annually.

Both Botswana and Lesotho have issued development plans. Botswana's plan will cover the transitionary period between independence and the end of 1967. The plan calls for capital investment of $14 million annually and emphasizes education, improvement of water supplies and communications and expansion of agriculture.

Lesotho's plan envisions a capital expenditure of $28.3 million and emphasizes conservation and land use planning, improvement of the livestock herd and the development of the basic economy.

Botswana and Lesotho, while poor at present, are facing the future optimistically, and barring unexpected problems, should be able to achieve a steady, moderate, growth in the future.

NEWLY INDEPENDENT NATIONS of Botswana and Lesotho (Map from State Dept. Newsletter).



PICTURE OF ECONOMIC REFORM

Yugoslavia in high gear

U.S. know-how, equipment, partners sought as concentrated effort gains momentum

By HARRY CAHILL

Economic Officer,
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As Yugoslavia's economic reform marked its first anniversary in July, there were promising signs that the goals of the reform were being attained.

In a concerted drive that is gaining momentum, the nation seems to be succeeding with its measures to broaden its markets against world competition, live within its means and regalvanize its economy.

The Government of Yugoslavia has enacted laws and has taken other measures to liberalize its trading and financial arrangements with the rest of the world and give the nation's economy the incentive to both prove and improve itself. Yugoslav officialdom seemed bent on removing as many administrative obstacles to trade as possible.

Yugoslavia's economic enterprises are being granted a new independence in conducting foreign trade and a more direct role in guiding the nation's economic course.

Equally encouraging was the response of these business organizations in trying to raise their efficiency and enlarge their foreign contacts.

Highlights of the positive accomplishments in these past months include: a lessening of inflationary pressure, an increase in workers' real purchasing power, Yugoslavia's admission to GATT as a full member, the growing stability of the dinar, a reshuffle in leading political circles benefiting those who favor more open and extensive international economic relations, brisker selling on the domestic market, a rise in industrial production and productivity, a resurgence in agriculture, record earnings from services, a significant improvement in the balance of payments position with hard currency countries and a widening of international trade.

There were conflicting symptoms in this generally healthy picture. Yugoslavia's export-import performance failed to live up to expectations—the trade account gap widened as imports continued to outpace exports. Officials nevertheless believe that Yugoslavia will balance its international payments in 1966.

An analysis of Yugoslav business conditions and recent developments suggests the best prospects yet for U.S. interests.

Yugoslavia's ability to buy from the U.S. was sizably enhanced by increased convertible currency inflow from tourism and from stepped-up exports to the west. Yugoslav desire to buy from the U.S. is shaped by the reform's pronounced stress on modernization and productivity, goals achievable through U.S. equipment and technological guidance.

Observers have been struck by Yugoslav insistence on mechanization and automation, even in areas where manpower seemed more than ample. Automation is cited as the key to higher productivity, with its consequences of higher real income and increased effective demand to bring Yugoslav industry up to full capacity output.

The performance of U.S. machinery in basic Yugoslav industries, in many cases furnished in past years through the Agency for International Development and Export-Import Bank assistance, constitutes powerful proof of U.S. quality.

As efficient industries and factories have pushed to the fore in the first year of the reform, there is less complaining about prices and more interest in quality and long run profitability.

Also of interest to U.S. suppliers is the final emergence of the five-year economic plan, formally revealing the economic fields with investment priority.

Complementing the spate of new and pending regulations has been the attitude of business concerns striving to meet the

ADRIATIC TOURIST CENTER OF OPATIJA is on the northern shore of the Quarner Gulf, about 100 miles from Venice and about 200 from Vienna. Yugoslavia's ability to buy from the U.S. is enhanced by increased convertible currency inflow from tourism. Earnings are expected to hit $150 million this year.

aims of the reform. This has taken two forms: efforts toward self-improvement; and overtures for cooperative agreements with Western, mainly U.S., firms.

In the past five months slogans have given way to effective measures for increasing productivity and profits. Whole assembly lines and plant layouts have been revamped. The wide assortment of similar but slightly differing parts used by many factories in producing machines has been narrowed to a few standard, interchangeable sizes.

Many factories' impressive but uneconomic spreads of product lines have been reduced in order to specialize in a few items. Decentralization of executive authority to the branches of large enterprises is also evident. Virtually all contracts for machinery purchases now call for the supplier to install the equipment and train the men who will operate it.

Rigorous and modern quality control systems have been installed in many factories. The increased sophistication of workers councils and workers' awareness that their wages and bonuses rest on long-term profits have led in some cases to the dismissal of lethargic directors.

Excess labor has been drained off through the device of not filling vacancies. Despite understandable social resistance, a number of unprofitable plants have been liquidated or merged into larger firms whose economies of scale can make them useful adjuncts.

But the fight for productivity still has to reckon with the bad sites, and the ruinous geography of the nation's many politically-inspired factories.

However effective self-help measures may be, there is open admission that this is not the whole solution to making Yugoslav products competitive on the world market. Ranking government as well as industrial spokesmen have stated that protected industries which cater to a market of 19 million Yugoslavs can never be competitive because of lack of economies of scale.

To grow larger and become efficient, industries need foreign credits, research help, and marketing assistance. The answer lies, it is believed, not in the old-fashioned system of licensing where the market is still contracted, the cost too high and the models often obsolete, but in cooperative, joint arrangements. In such an operation, the Yugoslav firm will make one part of the finished product, with its foreign partner making the other parts.

A mounting number of suggestions for joint production arrangements have been addressed to U.S. officials in Yugoslavia, some examples of which follow: Yugoslavia's largest machine tool manufacturer would like to supply metal bodies to a U.S. partner who would install the electrical wiring.

COMPUTER SYSTEM FOR YUGOSLAV BANK is loaded for delivery. Fewer complaints are being expressed by Yugoslav managers about high U.S. prices and more interest is being shown by them in quality and long run profitability. Automation is cited as the key to higher productivity by Yugoslav industry.

A leading automotive parts plant, already selling items to France, would like to furnish parts and labor for the production of U.S. cars in a neighboring free port area with the goal of furthering U.S. auto sales in Central Europe.

The nation's most modern producer of semi-finished aluminum manufactures wishes to enter into an arrangement with a U.S. aluminum company for plastic color lamination of aluminum strips, purchasing both aluminum and technique from the U.S. partner and dividing profits from sales in the rest of Europe.

A large and successful farming enterprise, with soaring sales of peppers and sugar beets to Germany, seeks U.S. credits to buy U.S. irrigation equipment for doubling its production. On the transportation front, the Port of Koper, for example, has proposed building specially designed warehouses for U.S. products to ensure proper and rapid distribution to key continental points.

While the list of suggested ventures rapidly grows, the number of already launched cooperative deals is sizable. The important questions of equity ownership and managerial control by the foreign partner have not yet been answered by legislation, but compromises toward this end may be worked out within the framework of existing laws.

Repeatedly stressed by both Yugoslav official and business spokesmen is an invitation which has almost become a plea: "Have your U.S. business representatives come here so that we can discuss concrete, specific arrangements."

Industrial production rose at an annual rate of 5% in the January-August period, low by past standards but understandable because of the curtailment of investments. The official view is that while growth is more moderate this year, quality has been stressed.

Among individual industries, shipbuilding, chemicals, and petroleum were

the steady leaders with output gains averaging over 20% above last year. With investment and capital consumption running 10% behind the first eight months of 1965 and with the labor force reduced by 3.8%, the gain in production reveals an encouraging 7% rise in worker productivity.

The direction of investment in the first half of 1966 shows an upward trend favoring industry, agriculture and transportation. Key investment emphasis is on new electric power installations, roads, railroads and the expansion of some metallurgical capacities.

Yugoslav officials have especially urged that U.S. companies investigate opportunities in metallurgy. U.S. sales opportunities may also lie in mining machinery, flotation mills, road building and miscellaneous construction equipment and electrical automation devices. Not to be overlooked is the need for technical consultative services for redesigning factory layouts.

Agriculture in the April-August period turned in the most encouraging performance of any industry. Good weather, more skilled management and increased mechanization, the incentive of higher prices (up an average of 35% over 1965), and the expansion of soil amelioration projects and fertilizer use (a projected 4 million metric tons, double 1965's input) promise record crops.

Estimated quantities are 4.6 million MT wheat, 7.8 million MT corn and 150,000 MT rye, an average 20% rise over last year.

Expanding and increasingly efficient socially-owned farms now acknowledge the superiority of large U.S. equipment including corn, wheat and sugar beet harvesters, tractors, combines, etc., and the clear need for more such purchases from the U.S.

The harvesting results achieved by the equipment of one leading U.S. supplier have been so good that supplementary farm machines, e.g., corn dryers from another U.S. company, have had to be ordered to keep pace with the expanded output. Further U.S. sales efforts in this direction should be rewarding.

Following the guidelines of the new economic plan and the words of economic authorities in northern Yugoslavia, forestry development will also be accelerated. Poplars will be planted to provide pulp for the cellulose industry and the sprawl of small, aging sawmills will be consolidated and modernized. U.S. businessmen report a good potential for portable timber saws and sawmill equipment.

Yugoslavia's foreign trade continued to increase in value over the corresponding period of 1965. At the end of eight months, export earnings totaled $760 million, a 15.3% rise over the equivalent 1965 period. Imports bounded ahead to $1,038 million, a 20.4% increase. The regional pattern of trade was favorably reoriented by expanding exports to convertible currency countries, thus narrowing the negative trade balance with the west, and increasing imports from Eastern Europe, leveling out the surplus in Yugoslav exports to that region.

In contrast to the continuing imbalance of export and import totals has been the considerable change in the regional pattern of Yugoslavia's trade since 1965 with the resultant decrease in Yugoslavia's balance-of-payments deficit with the convertible currency area.

In the first six months of 1966, Yugoslavia reduced its trade deficit with these countries by $20 million, increasing exports 36% over the same period of 1965 while holding imports to an 18% rise.

The EGC countries taken as a block have retained the position of first place in Yugoslav exports and imports. In the January-June period Yugoslavia exported to the Common Market goods valued at $162 million, 40%. more than last year.

Imports were $179 million, 15% higher than 1965. Most encouraging to local observers was the fact that the rate of growth of exports to the Common Market during this time was twice as high as the rate of growth of imports.

Trade with the U.S. has shown a strong increase over 1965. In the January through July 1966 period Yugoslav exports to the U.S. were valued at $45,971,760 while its imports were $141,153,680. Partly contributing to this performance have been bunched deliveries of PL 480 Title IV wheat and vegetable oil purchases, but the rise is basically a reflection of intensified sales efforts by both countries.

Another encouraging factor, in addition to the improvement in Yugoslavia's balance-of-payments position with convertible currency countries, has been sustained high earnings from invisibles. It is estimated that 1966 will see a surplus in this area of approximately $260 million, 70% of the income coming from transport and tourism.

Air transport led the way in gross earnings, while tourism continued to break records. By the end of August the tourist count appeared to have gone past the 2.5 million mark and foreign currency earnings for the first eight months of the year amounted to 63% more than the same period of 1965.

Until recently the most optimistic prediction for total earnings from tourism had been $120 million for the whole year (an impressive jump from $105 million in 1965), but officials now have revised the estimate upward to $150 million. The increase in foreign visitors is especially important as 85% come from convertible currency countries.

By 1970, income from tourism is expected to reach $400 million, but 100,000 additional beds for tourists will have to be supplied between then and now.

FERTILIZER PLANT IN PANCEVO is the largest in Yugoslavia. The expansion of soil amelioration projects and fertilizer use in 1966 is projected at four million metric tons, more than double the 1965 output. Agriculture led all other economic activity in the April to August period, promising to set crop records.

Yugoslavia's new economic plan sets goals for growth in next five years

Development policy puts stress on modernization; seen as opening prospects for U.S. business interests

The Government of Yugoslavia has adopted a 1966-70 economic development plan after nearly three years of preparation and one year of discussion in the Federal Assembly.

The basic goals of the plan are to stabilize the economy during the five-year period, perceptibly raise the standard of living, even up the balance of payments, speed the development of insufficiently developed areas, and promote more production and productivity with lower rates of investment.

On an annual basis, national income is expected to increase by 7.5 to 8.5%, industrial production by 9 to 10%, and labor productivity by 6 or 7%. Significantly, about 70% of the production increase would be achieved through heightened labor productivity. The plan also calls for improvement in the standard of living by 8 or 9% per year, thus envisaging a 50% climb in average real income by 1970.

Future outlook

The plan also forecasts an annual 13 to 15% increase in exports, a 10 to 12% rise in imports, a yearly employment increase of 2.5 to 3% (approximately 500,000 newly employed people each year), and an annual boost in agricultural production of 4.6%.

Investment outlays over the five-year period should total $7,280 million (90 billion new dinars. New dinars at 12.50 to US $1 established last year are specified since the old dinars at 12.50 to US $1 are still in circulation.) Of this sum, $1,760 million will go through commercial banks, $3,280 million will be in the hands of enterprises and $2,080 million will be distributed by federal and regional authorities. The latter portion will aim at building up basic economic facilities and spurring the development of backward regions.

Tying in with the Government's investment program will be the programing of the last remaining U.S.-use dinars for economic development loans to Yugoslavia. The Yugoslav Embassy is now negotiating dinar loans for two hydroelectric plants and three railroad lines which will link three Adriatic ports to the interior. While the first two projects will help relieve the nation's critical power shortage, the last three projects should directly assist international trade.

Want U.S. equipment

The development of ports occupies high ranking in Yugoslavia's timetable of economic expansion and the port directorates of Bar, Ploce, Rijeka and Koper have all said they would welcome U.S. sales representatives selling anything their ports can use.

The tone and generality of the plan's text is another example of the Government's apparent desire to let industry exert more influence in guiding the economy. No rigid targets for individual industries are set and no precise rendition of investment outlays is given.

The plan further cites the "initiative of enterprises" as the main factor in determining development policy. In his speech opening the Zagreb Fair on Sept. 8, President Tito stressed these same sentiments in striking against the anomalies and inefficiencies of industry which came about because economic questions "have been decided without the participation of the producers themselves."

Production growth patterns envisaged by the plan pay special attention to doubling electric power output (to 30.5 billion kwh) by 1970. In transportation, emphasis will be on modernizing rolling stock, but the road and rail network will also be expanded.

Yugoslavia will push its non-ferrous metals output (e.g., aluminum hopefully up over 100%, copper and lead up 50%, zinc up over 100% by 1970). Output of machinery, trucks, tractors, motorcycles and bicycles should double, while automobile production should triple.

Shipbuilding will aim 80% of its production at foreign buyers and will give more attention to making diesel ship engines. Textiles, electronic, rubber, leather and footwear industries are slated to increase production significantly, but the real pacemaker in growth is expected to be the chemical industry.

An early indicator of future development emphasis was the Government's additional $25 million foreign exchange authorization for the import of electric power, commercial fertilizers, petroleum, and raw hides in late July.

SHIP BUILDING AT RIJEKA calls for many varieties of U.S. goods. Ships up to 35,000 GRT are built for domestic and foreign shipping companies at the ports of Bar, Ploce, Koper and Rijeka.

Indonesian controls on trade and exchange are clarified

Minor assessments on imports remain in effect temporarily; commodities listed for which exporters receive bonus

Additional details have been released on Indonesia's new trade and exchange controls (see INTERNATIONAL COMMERCE, Nov. 7, p. 25) which clarify the export bonus system and import levies.

Group I export commodities, for which exporters receive an export bonus, or BE, of 50% of the export proceeds, based on the export check price, are rubber, copra, tobacco, tea, pepper, palm oil, oil palm seeds, coffee, sisal, sugar, diamonds, and tin.

Group II commodities, for which the export bonus is 75%, are hides, cocoa, nutmeg, mace, cassia vera, cloves, quinine, green tea, kapok, molasses, teak wood, oil seeds, scrap iron and steel, and bauxite.

Group III commodities, for which the export bonus is 90%, comprise all other export items.

Minor levies on imports

In contradiction to the information previously reported, the minor assessments on imports remain temporarily in effect. These include the Trans-Sumatran Highway Tax, the BLLD Retribution, and the Special Obligatory Contribution (on automobiles). The Bureau of Foreign Exchange Transactions (BLLD) has announced that, pending a decision regarding the minor levies, the BLLD Retribution will be set at 1% of the value of imports, converted at the rate of Rp. 75 per U.S. dollar. It is possible this same pattern will be applied to the other minor levies.

Special assessments

In addition, two special assessments are being levied, mainly on luxury imports. An excess profits tax applies to all goods requiring a special import permit from the Department of Trade (these include imports of goods produced locally and luxury imports).

The tax is now Rp. 20 per U.S. dollar for all goods requiring a special import permit other than television sets, transistor radios, shirts and pants, flashlight batteries, drinking glasses, bathroom tiles, and automobiles. For these latter products, the tax is Rp. 30 per U.S. dollar. Also, a supplementary assessment of 50% of the value of imports is levied on all goods which are subject to a 70% or 100% customs duty, or are included in a special listing of less essential imports.

Free market rate rises

The free market rate in Djakarta for BE's, which had fallen to Rp. 80 per U.S. dollar on Nov. 10, rose to Rp. 94 per U.S. dollar on Nov. 17 because the government expanded the list of goods which could be imported with BE's, thus increasing the demand, and because the central bank started to buy BE's at above the market price. The free market rate for the U.S. dollar on Nov. 17 was Rp. 130. No quotation was available on Nov. 17 for DPA, or complementary foreign exchange, and it was reported that wider sales of BE's were displacing sales of DPA, which had sold for Rp. 105 per U.S. dollar on Nov. 10.

The BE rate is now applicable to most Indonesian imports, since the government sets the exchange rate for most imports financed by the Foreign Exchange Fund at approximately the BE rate.

These changes may be noted in the sections "Trade and Foreign Exchange Policy", "Import Tariff System", "Non-tariff Import Controls" and "Export Controls" of OBR 65-3, *Foreign Trade Regulations of Indonesia.*

Lebanon seeks U.S. drugs for proposed medicare aid

Lebanon intends to select qualified international laboratories and manufacturers of pharmaceutical products whose products will be dispensed under its proposed medicare program.

English translations of the Lebanese Government's circular and questionnaire may be obtained from the Chemicals & Allied Products Division of the Business & Defense Services Administration (BDSA-544), U.S. Department of Commerce, Washington, D.C. 20230, telephone: 212-WO 7-2239.

The deadline date for receiving completed questionnnaires has been extended from Dec. 15 (as shown in the circular) to Dec. 31.

Colombia sets up exchange controls

The Colombian Government has issued a decree which regulates exchange transactions. Effective Nov. 30, the decree provides that until the exchange market is stabilized, the Monetary Board will establish an order of priority for payments abroad. Commitments of the National Government, of local governments, of the National Coffee Federation, other public institutions and payments for retirement of the foreign public debt will be authorized.

Payments for debts incurred in importing merchandise will be made in chronological order of payment due, provided the prior import deposit has been made.

The free exchange and gold market has been suspended and all exchange transactions must be made by the National Bank or designated commercial banks.

The Monetary Board will set the rates for buying and selling of foreign currency. Foreign currency deposits in banks or financial corporations may not be withdrawn without the approval of the Monetary Board.

All persons or entities residing in the country are required to submit to the Superintendency of Foreign Trade the amount of foreign currency in their possession.

The above changes should be noted in Overseas Business Report, 64-3, *Foreign Trade Regulations of Colombia.*

U.S.-Honduras income tax convention expires Jan. 1

The U.S.-Honduras income tax convention, which provided for the avoidance of double taxation, will terminate Jan. 1, 1967, due to unresolved differences between the parties. The convention, in force since Jan. 1, 1957, was extended several times in recent years.

S. Africa liberalizes import restrictions on hand tools

The Government of South Africa recently removed the following hand tools from the list of commodities subject to specific licenses when imported into that country: forges worth more than R25 f.o.b. (U.S. $35), hammers, levels, screwdrivers, hatchets, soldering guns, certain vises, and tungsten carbide tipped drills.

India relaxes more licensing procedures for industrial firms

Sets conditions under which manufacturers may diversify

The Indian Government has announced that manufacturing enterprises will no longer be required to obtain an industrial license in order to diversify production.

This relaxation is subject to four conditions: no additional plant and machinery is installed except minor balancing equipment available locally; no additional expenditure of foreign exchange is involved; the diversified production does not exceed 25% of total past production; and diversification does not include 71 specified items reserved for production by small-scale industry.

Subject to the aforementioned first three conditions, industrial firms may also increase production of articles without further license up to 25% of the capacity for which they have already been licensed or registered. Extra output, however, should not generate any new demand for scarce raw materials. Firms wishing to diversify or expand production must furnish the Director General of Technical Development or other appropriate technical authority with particulars of their proposed production changes.

In another move to simplify and ease licensing procedures, 29 more industries were exempted from licensing requirements of the Industrial (Development and Regulation) Act. Included in these delicensed industries are mixed fertilizers, certain industrial chemicals, bicycles, sewing machines, specified agricultural pumps and sprayers, some types of electric furnaces, paper and fiberboard items, and metals products. A total of 42 industries have now been delicensed.

Australia reduces tariff on instant coffee imports

The Australian Government recently effected a A$0.12 per lb. tariff reduction on instant coffee imports (A$1=U.S. $1.12). The action reduces the duty from A$0.52 per lb. to A$0.40 per lb. on instant coffee (Australian Tariff Item 21.02.110). Imports now account for approximately 10% of the Australian instant coffee consumption.

The same duty rate is applicable whether the coffee is imported from British Commonwealth countries (excluding New Zealand) granted the "preferential" tariff treatment or from countries subject to the "general" tariff schedule.

Import clearances of instant coffee in 1964-65 amounted to nearly 870,000 lb. actual weight valued at more than A$1 million. Of this total, 57% by volume was supplied by the U.S. and 35% by Canada.

According to Australian Customs Statistics for the first 11-months of the 1965/66 year (ending May 1966), the U.S. share of instant coffee imports amounted to 73.4% by volume. However, the total of Australian instant coffee imports has been continuously dropping. The 11-month imports by volume amounted to nearly 343,000 lb. valued at almost A$473,000.

EEC issues first '67 tariff quotas

The European Economic Community (EEC) has issued its first tariff quotas for 1967. Their volume is, as usual, calculated on the basis of supply and demand within the Community, taking account of special provisions of the Rome Treaty protocols limiting Community action on specific products.

The following list shows these tariff quotas by Common External Tariff (CXT) number, in-quota duty in percent ad valorem, quota in metric tons unless otherwise noted, and Member State/s to which granted:

2501AI—Salt for chemical processing; Free; 160,000; Belg.-Lux.; 2916AIIIa—Crude calcium tartrate; 2.25; 2,000; Germany; ex2944D—Erythromycin, 3.6, 800 kg., Germany; ex3808C—Rosins, polymerized and oxidized; 2; 2,000; Germany; Rosins, polymerized, hydrogenated and dimerized; 2; 3,200; Netherlands; ex4502—Natural cork, unworked, in blocks, plates, sheets or strips; 3; 135; Germany; ex4502—Natural cork, cubes or square slabs for making corks; 5; 3; Germany; 4502—Natural cork, unworked, in blocks, plates, sheets or strips, including cubes or squares for making corks; 3; 15; Netherlands, ditto 3; 20; Belg.-Lux.

ex5403BIa—Linen yarns of certain qualities; 3; 500; Germany; ex7305A—Iron or steel powder, unworked; 4; 11,000; Germany; 7305A—Iron or steel powder; 3.2; 2,000; Netherlands; ditto 3.2; 1,100; Belg.-Lux.; ex7601—Aluminum, unwrought, unalloyed, 5; 100,000; Germany, ditto 5; 13,000; Netherlands, ditto 5; 35,000 Belg.-Lux.

Singapore revises import quotas on motor vehicles

The Singapore Controller and Registrar has announced that as of Dec. 1 motor vehicles for transportation will be subject to revised import quotas.

The new quotas will be based on the average semi-annual retained imports for the years 1964 and 1965 and will apply only to vehicles imported for sale in Singapore during the six month period from Dec. 1 to May 31, 1967. For both new and old motor vehicles for transportation of persons, the quota is 75%; for both new and old buses and trucks, the quota is 60%.

Special purpose vehicles, such as ambulances, fire engines, spraying trucks, crane trucks, and broadcasting trucks, are excluded from the quotas. The quota of 120% of the average semi-annual re-exports for the years 1964 and 1965 on vehicles imported for the specific purpose of re-export remains unchanged.

Indian Government revises duties on exported tea

India's flat rate export duty on tea of Rs. 2 per kilogram (Rs. 1=US$0.133) has been replaced by a sliding scale of duties based on the value of the exported tea.

Effective Nov. 10, the export duty will range from Rs. 0.8 per kilogram on tea valued at Rs. 4 or less per kilogram to Rs. 3 per kilogram on tea valued at more than Rs. 12 per kilogram.

From the base rate and value, the duty increases by Rs. 0.1 per kilogram for each increment in value of ½ Rupee (or fraction thereof) to a rate of Rs. 1.6 for tea valued at Rs. 8 per kilogram. For tea valued at over Rs. 8 but not over Rs. 12 per kilogram, the duty increases by Rs. 0.15 for each ½ Rupee increment in value to a rate of Rs. 2.8 for tea valued at Rs. 12 per kilogram.

Nepal Mines Act available

The Nepal Mines Act, 1966 took effect on Sept. 25, repealing the Nepal Mines Act of 1956. The new act outlines the procedures for obtaining licenses to prospect or exploit mineral resources and prescribes detailed regulation of mining contracts.

Interested parties may request a loan copy of the Act from the Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

U.S.-Korean firm granted Cooley loan

Efforts to improve chicken and egg production in Korea will be assisted by a local currency loan worth $37,000 authorized by the Agency for International Development.

The Kanaan Poultry Corp., a joint stock company organized in 1963 by Korean and U.S. citizens, will use the so-called "Cooley" loan to help finance construction of five modern environmental breeder houses in Inchon, Korea.

The completed houses will be used for special types of chickens imported from the United States by Kanaan's principal owner, Heisdorf and Nelson Farms, Inc. of Kirkland, Wash.

More than 13,000 breeding chickens, two-thirds of them egg-layers and the other third broilers, have been imported. Kanaan will hatch chicks from eggs produced by the parent breeders and sell them to Korean poultry farmers. The specialized chickens are expected to consume less feed and produce more eggs than the average local breeds.

Kanaan also plans to maintain a field service staff to provide technical assistance and advice to customers for a small fee. This will be the first service of its kind in Korea.

"Cooley" loans are named after North Carolina Congressman Harold D. Cooley, who sponsored an amendment to Public Law 480, the Food for Peace legislation, making local currency loans available to U.S.-affiliated private enterprise abroad. Loan funds are derived from sales of U.S. agricultural commodities to the developing nations.

The new loan, Korea's 12th "Cooley" loan, will be repaid in local currency with 10 percent interest over four years, including a one-year grace period.

Crown-Zellerbach invests $650,000 in Chilean plant

A $650,000 investment by Crown-Zellerbach International, Inc., San Francisco, Calif., in a cardstock and paper board factory in Chile will be spent in the U.S. for machinery and equipment.

The investment is being used to complete the factory at Laja, Chile, by the Laja-Crown S.A. Papeles Especiales. The project is expected to benefit the Chilean economy by increasing the nation's resources and by local employment. Exports of the products—tabulating cardstock and specialty paper board—will lessen Chile's need for imported paper and save foreign exchange.

The U.S. firm's investment is insured by the Agency for International Development for $784,181 for convertibility of local currencies and $650,000 against loss from expropriation.

International Wilcox Electric sells navigational equipment for Mexican airports

Mexico will purchase air navigational equipment in the U.S. for 39 airports from International Wilcox Electric, Inc. of Kansas City, Mo.

Omnidirectional range units, distance measuring equipment, non-directional beacons, emergency generators, and testing equipment are included in the contract. This equipment will assist in traffic control of Mexico's growing air transport industry.

To help finance the purchase and dollar cost of installation, the Export-Import Bank of Washington has authorized a $3 million Alliance for Progress loan to Nacional Financiera, S.A., a Mexican Government credit agency.

Airports where the new equipment is to be installed are located in Mexico City, Guadalajara, Veracruz, Acapulco, Hermosillo and Tijuana. Eximbank's loan, which is to be repaid in 26 semiannual installments beginning in 1968, is to be guaranteed by the Mexican Government.

U.S. firm invests $178,500 in Vietnamese dairy operation

The International Dairy Engineering Co. of Asia, Inc., San Francisco, Calif., has invested $178,500 in Foremost Dairies Vietnam S.A.R.L.

The investment is being used to manufacture cans for sweetened milk and other dairy products made of U.S. agricultural commodities. The entire amount of the investment will be spent in the U.S. for tools and equipment.

The U.S. firm's investment is insured by the Agency for International Development at $357,022 for convertibility of local currencies and a like amount against losses due to expropriation or war risks.

Sudan will purchase U.S. goods, services for sewerage system

Sudan will purchase U.S. goods and services needed for the construction of the Khartoum North Sewerage System.

The project will provide sewerage collection, treatment and disposal for the industrial area and industrial expansion area of Khartoum North where only open disposal systems now exist. Completion of the project is expected to stimulate Sudanese industrial development including the processing of agricultural products, textiles, and small industrial products for domestic consumption.

Construction of the project is to be undertaken this month by C. H. Leavell Co. of El Paso, Texas, and is expected to be completed by mid-1969.

The Agency for International Development (AID) has approved an additional $1.3 million loan to the Government of Sudan in the form of an amendment to a previous AID loan of $3.8 million for the project. The loan will help to finance foreign exchange costs of construction. Local currency costs of the project will be financed by the Government.

The $1.3 million loan amendment is repayable in 40 years, including ten years grace on principal repayments.

British carrier to purchase Boeing 707 jet, related goods

A Boeing 707 jet airliner and related goods and services will be purchased by the British Eagle International Airlines Ltd., a private carrier which provides scheduled passenger service in Europe as well as domestic and international charter service. During 1965 the airline flew 1.1 billion passenger miles.

The new aircraft will be the first U.S. equipment to be flown by the airline, which is currently converting much of its propeller equipment to new jet aircraft.

The $9.2 million purchase will be financed through a credit of $4.6 million authorized by the Export-Import Bank of Washington, and a credit in the amount of 20% of the purchase price which is being extended by the Boeing Co.; the balance will be paid in cash.

Taiwan manufacturer seeks yacht venture

U.S. partner asked to supply capital, technical assistance

A Taipei manufacturer of yachts and small pleasure boats of less than 100 ft. in length seeks to expand operations through a joint venture with an experienced U.S. boat builder.

Total cost of the project is estimated at $500,000. A U.S. firm is offered an 80% majority interest in the proposed enterprise in return for a contribution of capital and technical assistance.

Plans construction

Plans call for constructing two additional manufacturing facilities and a sawmill and installing a refrigeration dryer at the site of the Taiwan firm's 72,000 sq. ft. boat yard. The company says that labor and such raw materials as wood and aluminum are available on Taiwan. However, fiberglass, resin, marine glue and marine equipment would be imported.

The Taipei company plans to market its boats on a world-wide basis at an average sales price of $20,000 per yacht.

Principal sources of competition are expected to be Hong Kong and Japan.

Established in 1947, the Taiwan firm currently has approximately 23 employees and builds yachts primarily in the 20 to 40 ft. class. It specializes in custom work and its yachts feature fiberglass hulls, decks of teak planking and highly corrosive-resistant fastenings. The manager of the boat yard is said to have 18 years experience in the yacht building business.

Government benefits

The Taipei firm reports the Government of Taiwan offers tax concessions and an import duty exemption on all materials imported for boat construction. In addition, there are no Taiwan Government restrictions on production, profits or prices.

U.S. firms interested in obtaining additional information about this investment opportunity should **write:** Taiwan Yacht Industries Inc., 2nd Floor, 4 Nanking East Rd., Section 1, Taipei, Taiwan.★ WTD.

FABRICATED METAL PRODUCTS

A German manufacturer of boilers, tanks and metal containers up to 100,000 liters in capacity seeks a license to make such products as pressure containers for butane and propane, vacuum containers and welded boilers for heating systems.

The firm operates a modern well-equipped plant and has approximately 100 employees. Its products are sold in the Common Market countries and a part of its production is exported.

Write: Westerwaelder Eisenwerk Dr. Paul Gerhard KG, 5241 Weitefeld, Germany. WTD.

PLASTIC PRODUCTS

A Swedish manufacturer of patent leather and plastic foils seeks a license to produce heavy plastic wrapping material and plastic products for the construction industry. A subsidiary of the Swedish company currently produces plastic laminates and coated fabrics.

The Swedish firm markets its products throughout the Scandinavian countries and to Germany, Great Britain and Switzerland.

Write: AB Ehrnberg & Sons Laderfabrik, Jarnvagsgatan 10, Simrishamn, Stockholm. WTD.

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

German trailer firm seeks U.S. licenses

A Duesseldorf firm wishes to obtain licenses from U.S. companies for the manufacture of various types of truck trailers and semi-trailers.

The firm makes truck trailers and semi-trailers, mobile and stationary generators, prefabricated steel structures, and mobile washing and shower equipment for military use. Its products are exported throughout Europe and South America. In addition to its manufacturing facilities, the company also operates a repair shop for trucks.

The firm has also indicated an interest in a joint venture with a U.S. concern. The German company would contribute part of its production facilities and its sales organization.

For further information, interested firms should **write:** Franz Tapper, 85 Kaiserswerther Strasse, Postfach 111, 4030 Ratingen/Duesseldorf, Federal Republic of Germany. WTD.

Licensing arrangement sought by Belgian firm for scales, materials handling equipment

Established in 1896, a Belgian manufacturer of apparatus for weighing freight cars and automotive vehicles is interested in negotiating licensing arrangements to manufacture industrial weighing apparatus, hoisting and materials handling equipment.

The firm believes this would give U.S. manufacturers of such products an opportunity to enter the European Common Market.

Write: S. A. des Anc. Etablissements E. & F. Roisin & Cie., Rue de l'Abattoir, Chatelet, Belgium. WTD.

FERTILIZER

An Australian wool, feed and fertilizer dealer claims to have developed a method of treating organic wastes which increases the percentage of available nitrogen for plant nutrition and seeks U.S. financial participation to go into fertilizer production.

Write: P. and R. Wools Pty. Ltd., c/o P. F. Madden & Co., 19 Bridge St., Sydney, Australia. Attn: Mr. Arthur J. Rafferty. WTD.

License to make hydraulic valve gear, rams sought by British manufacturer

A Yorkshire manufacturer and exporter of hydraulic colliery equipment, especially hydraulic powered roof supports for mines, is seeking a licensing arrangement with a U.S. company for the manufacture and distribution in the United Kingdom of hydraulic pumps from 20 to 40 gallons per minute capacity. The pumps should be capable of use with a mixture of water and 5% soluble oil or normal hydraulic fluid.

The British firm plans on selling these pumps throughout the United Kingdom and in the export territories in which it is currently interested, such as Australia, South Africa, Western Europe and parts of Eastern Europe.

The firm reports it has its own nonferrous foundry and is fully equipped for the manufacture of hydraulic valve gears and hydraulic rams requiring production to very close limits of accuracy. It has multi-head burning equipment and electric and arc-welding facilities.

Write: A. G. Wild & Co. Ltd., Charlotte Rd., Sheffield 2, Yorkshire, England. Attn: Mr. D. Phillips, Managing Director. WTD.

Heavy machinery licenses sought by Dutch company

Located at the Hague, this firm of engineering consultants is also an importer and distributor of heavy to medium equipment and machinery for the mining, chemical and food industries as well as certain types of industrial handling equipment. The company is interested in discussing licensing or similar collaborative arrangements with experienced U.S. manufacturers to produce these products in Holland. It would also consider direct sales of U.S. manufactured items in these lines.

Write: Van Drenthem Engineering, 98 Valeriusstraat, The Hague, The Netherlands. WTD.

German firm seeks license to make tools, machinery

A license to manufacture tools and machinery and equipment used in electrotechnical engineering, small machinery construction and sheet metal processing is sought by a German company.

The firm produces electric drive and control equipment and measuring machinery for cold rolling mills and is interested in exchanging know-how and patents with a U.S. concern making these products.

It would also consider a joint venture with such a U.S. company to market these products both in the U.S. and Germany.

Established in 1945, the German concern employs about 200 people and reports annual sales of $4 million.

Write: Rega Regelungs-und Steuerungstechnik GmbH. & Co. KG., Wahntalstrasse, Postfach 241, 52 Siegbourg-Kaldauen, Germany. WTD.

License to make bearings, builders' hardware sought by German manufacturer

Founded in 1903, this German ball bearing manufacturer seeks a license or similar arrangement to manufacture antifriction bearings for vehicles, electric motors, and household appliances such as mixers, washing machines and food slicers. The company is also interested in making a line of builders' hardware, including door handles, hinges and window fittings.

Currently, the German company manufactures and exports ball and roller bearings, rollers for conveyors of all kinds and steel balls from ⅛" to ⅜" in diameter. The firm's major customers are machine plants and conveyor manufacturers.

The German company has around 300 employees and claims sales of over $1.2 million in 1965.

Write: Praezision-Werke Brueninghaus & Co. KG., 214/218 Detmolderstrasse, Postfach 6626, 48 Bielefeld, Germany. WTD.

Wide range of licenses sought by Dutch group

A Dutch industrial federation of some 200 plants with a total of around 25,000 employees seeks licensing arrangements to make items in the plastics, metal, textile, electronic, woodworking and furniture industries. This would include the assembly of electrical goods, typewriters and toys.

The group's operations include light metal-working welding, surface treatment, weighing-filling, packaging and servicing of technical products.

To obtain further details **write:** Bureau of International Commerce, Office of International Investment, 876, Department of Commerce, Washington, D.C. 20230. WTD.

Dutch engine firm seeks U.S. license to make power units

A prominent Dutch firm in the reconditioned automotive and diesel engine field seeks a licensing arrangement with a U.S. manufacturer of power units.

The company plans on integrating the power units into its own diesel engines which range from 40 to 125 hp. The firm would also consider establishing a joint subsidiary with a U.S. concern.

Founded in 1947, the Dutch company is engaged in the importing and exporting of used engines and parts, which are overhauled in the firm's shops and sold to garages, fleet owners, and shipyards throughout western Europe.

The firm's facilities are at Spijkenisse, a town about 10 miles west of Rotterdam. It maintains several branches in the Netherlands and claims a completely new plant will begin operations in the near future.

The company has about 240 employees, including 8 traveling salesmen.

To obtain additional information about this proposal **write:** N. V. Nedalo, 4 Groene Kruisstraat, Spijkenisse, The Netherlands. WTD.

Peruvian tannery wants license to make shoes

Located in Arequipa, one of Southern Peru's largest tanneries seeks a license to manufacture brand-name U.S. leather shoes. Payment to a U.S. licensor would be made on a royalty basis.

Established in 1910, the firm currently has approximately 275 employees and markets its products throughout Peru. In addition to its tannery operation, the firm has an interest in three leather companies in Lima.

U.S. shoe manufacturers interested in obtaining additional information about this opportunity should **write:** Curtiembre Ibanez S.A., Callejon del Puente 118, P.O. Box 241, Arequipa, Peru. WTD.

PAPER AND PLASTIC CONTAINERS

A Finnish manufacturer of pasteboard and plastic containers seeks a licensing agreement with a U.S. company to manufacture in Finland special packaging containers made of pasteboard or plastics. The firm will start construction of a new plant in the Spring of 1967 which will increase its manufacturing capacity considerably.

Write: Satatuote, Rantakatu 1, Rauma, Finland. Attn: Mr. Olavi Marva, Managing Director. WTD.

Brazilian concern wants to be U.S. agent for steel mill equipment

Firm can supply engineering services; U.S. Embassy endorses company official

The firm Companhia T. Janer, Comercio e Industria, has announced its intention to establish a new sales division offering a complete line of United States steel-making equipment throughout Brazil. The firm will offer accompanying engineering services through one of its subsidiary companies, Scandia Projectos e Engenharia Ltda., supplemented, when necessary, by American consulting engineers.

Anchyses C. Lopes, head of Janer's new steel equipment sales department, will visit the United States for consultation with interested companies. The American Embassy reports that Mr. Lopes is a highly respected metallurgical engineer and a director of the Brazilian Association for Metals.

The Embassy also feels that the Janer Company proposal offers a good entry into the Brazilian market which has many forthcoming steel industry expansion and modernization plans.

U.S. companies interested in consulting with Mr. Lopes during his visit to this country should advise the Metalworking Equipment Division, BDSA-592, U.S. Department of Commerce, Washington, D.C.

A World Trade Directory report giving financial and other pertinent data concerning Companhia T. Janer, Comercio e Industria, and Scandia Projestos e Engenharia Ltda. is available from local U.S. Department of Commerce Field Offices for $2 each.

Iraq invites bids on sewerage projects, pumping machinery, related equipment, accessories

The Sewerage Board, Ministry of Municipalities & Works, Baghdad, invites experienced firms to bid for the construction of Al Thawra arterial sewer and pumping stations. The works, located in the city of Baghdad, consist of the construction (supply and laying) of approximately four kilometers of concrete pipe arterial sewers ranging from 36″ to 18″ in diameter, from Al Thawra pumping station to the Baghdad main drainage trunk sewer at the Eastern Bund. The necessary manholes and pumping stations are also desired.

The Sewerage Board also invites experienced bidders to submit offers for the subtender No. M9-101 for the delivery and erection of pumping machinery with related equipment and accessories for eight pumping stations located in and around Baghdad.

Tenders must be accompanied by a guarantee from an approved bank for $14,000 (ID 5000) or its equivalent in foreign currency valid for a period not less than five months.

Three sets of the tender documents and one set of the drawings can be obtained from the Sewerage Board or from the Office of the Consulting Engineers, Messrs. John and Taylor & Sons, Artillery House, Artillery Row, London S.W. 1, for $140.00 (ID 50) or £50, which is unrefundable.

Tenders and accompanying document should be submitted in a sealed envelope giving the name and number of the tender and must be received before noon on Wednesday, Feb. 22, 1967.

Costa Rica plans two water system projects

Two significant water projects for San Jose are currently being reviewed by the U.S. AID Mission. The two projects will be jointly financed by AID and Export-Import Bank loans.

The Los Sitios Water Treatment Plant project will consist of the modification of existing plant by construction of a new operations building and chemical storage warehouse, flash mixer, rapid sand filters; installation of control, mechanical, and electrical equipment; installation of 3,361 lineal meters of new raw water transmission line of varying size (18″ to 24″) reinforced concrete pipe; construction of a steel pipe bridge 121 meters in length; and removal and salvage of 3,100 lineal meters of existing 16″ C.I. pipe raw water line.

The Puente de Mulas project will comprise the development of a series of natural springs, construction of two 1,200 liter-per-second pumping stations; furnishing and installing 17,400 lineal meters of 36″ steel or ductile iron pipe; 5,280 lineal meters of 24″ steel or ductile iron pipe; 6,650 lineal meters of 18″ steel or ductile iron pipe; installation of 1,400 lineal meters of 24″ C.I. pipe, 1,370 lineal meters of 18″ C.I. pipe; and miscellaneous pipe to connect to existing water supply systems.

Costa Rica's National Water & Sewerage Authority is expected to solicit bids for these projects on or about Jan. 1, 1967, and March 1. 1967, respectively.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

New Zealand to buy electric, overhead traveling crane

The Secretary, Tenders Committee, New Zealand Electricity Dept., Wellington, has issued tender No. 497, for the supply of one 120-ton capacity electric, overhead traveling crane, complete with main 120-ton hook and an auxiliary ten-ton hook. Bid deadline is Feb. 7, 1967.

Specifications are available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-588, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Bahamas lumber firm seeks to act as agent for U.S. manufacturers

Shows interest in hinges, locks, tile, garage doors, specialty items

City Lumber Yard, P.O. Box 267, Nassau, Bahamas, wishes to act as agency for suppliers of hinges, locks, thresholds, specialty hardware made to order, building alphabetical letters, metal or plastic; four star paint and varnish remover, floor tile, bathroom accessories, aluminum garage doors, ceramic tile, brass ornamental fixtures for bathrooms; sliding door tracks and accessories, acoustical ceiling tile, and any other hardware or specialty items used by the building industry.

The firm would also like to represent manufacturers or exporters of spark plugs, chamois, flashlights and accessories (batteries, bulbs) and electric light bulbs of all wattage.

Interested U.S. firms should direct their inquiries to the lumber yard itself for additional details.

A World Trade Directory Report on the company can be purchased for $2 from the U.S. Department of Commerce, Commercial Intelligence Division, BIC-916, Washington, D.C. 20230.

Construction Awards

IRAQ (ID1=US$2.80)—Mitsubishi Electric Corp. has been awarded three contracts totaling ID 6,756,000 to construct a chemical fertilizer factory in Basra. The contracts call for the erection of plant and machinery for the production of ammonia, urea, and ammonium sulphate. A fourth contract for ID2.4 million covering civil engineering works had been awarded earlier to the French firm, SPIE. The entire project is scheduled for completion in 1969.

Ethiopian firm seeks U.S. outlet for dried snake venom

Alfredo Ballardini, P.O. Box 4, Keren, Ethiopia, manufacturer, exporter of dried snake venom produced from the following species: naia haiae, naia nigricollis sputans, dendroaspis viridis, bitis arietans, and echis carinatus, wishes to sell venoms to U.S. distributors.

The firm owns a large serpentarium, from which considerable quantities of venom can be supplied on request.

A World Trade Directory report on Alfredo Ballardini can be obtained for $2 from: U.S. Department of Commerce, Commercial Intelligence Division, BIC-916, Washington, D.C. 20230.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

ITALY—Truck-farm seeds, particularly all types dried beans, lettuces. Sementi Gerbi di Giovanni Gerbi & Figlio (wholesaler), 6 Via Lamarmora, Asti. WTD 11/12/66.

012 Fruit, tree nut, vegetable farms

BRAZIL—Fresh apples, pears and grapes. Direct purchase and agency. Ramiro Ornelas Nogueira (agent), Avenida Presidente Vargas 417-A, 17° andar, Rio de Janeiro ZC-00, Estado da Guanabara. Caixa Postal 3513, ZC-00. WTD 11/23/66.

203 Canning, preserving foods

BRAZIL—Dried fruits, including raisins, prunes, apricots, apples, figs; nuts, almonds, hazelnuts, pistachio; canned fruits in general; canned mushrooms, asparagus and artichokes; dried peas and lentils; salad dressings, vegetable relishes, sauces and seasonings; canned salmon, crab meat and clams. Direct purchase and agency. Ramiro Ornelas Nogueira (agent), Avenida Presidente Vargas 417-A, 17° andar, Rio de Janeiro ZC-00, Estado da Guanabara. Caixa Postal 3513 ZC-00. WTD 11/23/66.

FRANCE—Beans, dried, Great Northern, grade No. 1. Price quotations requested. Societe d'Alimentation de Provence (wholesalers, meat packers), Usine de Fenouillet, 31-Fenouillet, Haute-Garonne. WTD 11/18/66.

NETHERLANDS—All types of dressings and sauces such as barbecue, steak, fish and meat sauces; dried fruits such as apricots, peaches, mixed fruits and prunes. Direct purchase and agency. Grace, Kennedy & Co. (Europe) N.V. (importer, exporter, wholesaler, commission merchant, agent), Groothandelsgebouw, 18 Conradstraat, Rotterdam. WTD in preparation.

SWEDEN—Frozen salmon. Direct purchase and agency. H. G. Bredelius (agency), Kungsportsavenyen 14, Goteborg. WTD 5/26/66.

207 Confectionery

BRAZIL—Fruits, candied, glazed and crystallized. Direct purchase and agency. Ramiro Ornelas Nogueira (agent), Avenida Presidente Vargas 417-A, 17° andar, Rio de Janeiro ZC-00, Estado da Guanabara. Caixa Postal ZC-00. WTD 11/23/66.

220 Textile mill products

NEW ZEALAND—Rayon flat weave upholstery fabrics for use in production of household and commercial furniture. Samples, quotes ex-mill and c. & f. bases requested. L. H. Blankenbyl, Managing Director, Aries Manufacturing Co. Ltd. (manufacturer), P.O. Box 20-010, Glen Eden, Auckland. WTD 11/15/66.

SWEDEN—Medium, low-priced fabrics, cotton, manmade fibers for misses' dresses. Olle Andersson AB (manufacturer), Skaraborgsvagen 35, Box 544, Boras 1. WTD 11/18/66.

Fabrics for men's beach wear. Stinson AB (manufacturer), Enock Thulins vag, Landskrona. WTD 11/21/66.

Upholstery fabrics, manmade fibers and others. Algaras Stoppmobler AB (manufacturer), P.O. Box 66, Algaras. WTD 11/23/66.

221 Broad woven fabric mills, cotton

AUSTRALIA—Cotton fabrics for manufacture of ladies' dresses. Direct purchase and agency. Sharene Creations Pty. Ltd. (manufacturer, wholesaler, exporter), 24 Victoria St., Carlton, N.3, Victoria. WTD 11/18/66.

NETHERLANDS—Printed cotton textiles. Direct purchase and agency. M. de Jong's Textielagenturen (textile agents), 44 Gevers Deynootweg, Scheveningen. WTD 11/14/66.

222 Broad woven fabric mills, manmade fiber, silk

AUSTRALIA—Manmade fibers and silk for manufacture of ladies' dresses. Direct purchase and agency. Sharene Creations Pty. Ltd. (manufacturer, wholesaler, exporter), 24 Victoria St., Carlton, N.3, Victoria. WTD 11/18/66.

CYPRUS—Polyester cotton, dacron, other synthetic fabrics in print and plain for manufacturing women's nightdresses, slips, panties. Mavros Industries Ltd. (importers, manufacturers, distributors), P.O.B. 1731, Nicosia. WTD 11/15/66.

FRANCE—Upholstery fabrics. Direct purchase and agency. Requests replies in French or German. Comptoir des Tissages d'Alsace (wholesaler), 16, Rue Jacques Preiss, 68 Colmar. WTD 11/18/66.

HONG KONG—Dacron and wool; dacron and cotton mixed fabrics for men's suitings. Floline Trading Co., Ltd. (importer, exporter, commission agent), 106 Hing Fat House, 8 Duddell St., Hong Kong. Cable: Flotrade. WTD 7/2/65.

NETHERLANDS—Printed synthetic or man-

made textile fabrics. Direct purchase and agency. M. de Jong's Textielagenturen (textile agents), 44 Gevers Deynootweg, Scheveningen. WTD 11/14/66.

223 Broad woven fabric mills, wool

NETHERLANDS—Printed wool textile fabrics. Direct purchase and agency. M. de Jong's Textielagenturen (textile agents), 44 Gevers Deynootweg, Scheveningen. WTD 11/14/66.

224 Narrow fabrics, other smallwares mills

NETHERLANDS—Printed narrow fabrics of cotton, wool, and manmade fiber. Direct purchase and agency. M. de Jong's Textielagenturen (textile agents), 44 Gevers Deynootweg, Scheveningen. WTD 11/14/66.

SWEDEN—Narrow fabrics for men's suspenders, belts, particularly new designs. Stinson AB (manufacturer), Enock Thulins vag, Landskrona. WTD 11/21/66.

225 Knitting mills

NETHERLANDS—Printed jersey or other knitted fabrics. Direct purchase and agency. M. de Jong's Textielagenturen (textile agents), Gevers Deynootweg, Scheveningen. WTD 11/14/66.

226 Dyeing and finishing textiles

NETHERLANDS—Agency for broad woven fabrics of cotton, printing etc. Direct purchase and agency. M. de Jong's Textielagenturen (textile agents), 44 Gevers Deynootweg, The Hague. WTD 11/14/66.

229 Textile goods

CYPRUS—Lace for use in lingerie manufacturing. Mavros Industries Ltd. (importers, manufacturers, distributors), P.O.B. 1731, Nicosia. WTD 11/15/66.

PERU—Plastic exterior and lining material for women's handbags. Requests replies in Spanish. Isauro Gutierrez G. (importer, retailer, manufacturer), San Camilo 100-A, P.O. Box 910, Arequipa. WTD 11/17/65.

231 Men's, youths', boys' suits, coats, overcoats

SAUDI ARABIA—Firm wishes to contract for supply of 4,000 khaki summer and winter uniforms to Saudi Arabian military. Anwar Abu Al Jedayel (AKA: Anwar Abu Al-Gedayel), P.O. Box 72, Jidda. WTD 12/12/65.

232 Men's, youths', boys' furnishings, work clothing

SWEDEN—Cotton fabrics for manufacture of men's pajamas. Syfabriken Union AB (manufacturer), Jarnvagsgatan 20, Boras. WTD 11/21/66.

238 Apparel, accessories

SWEDEN—Cotton fabrics for manufacture of men's dressing gowns, bathrobes. Syfabriken Union AB (manufacturer), Jarnvagsgatan 20, Boras. WTD 11/21/66.

239 Fabricated textile products

CYPRUS—Embroideries for use in lingerie manufacturing. Mavros Industries Ltd. (importers, manufacturers, distributors), P.O.B. 1731, Nicosia. WTD 11/15/66.

FRANCE—Napkins, table cloths. Direct purchase and agency. Requests replies in French or German. Comptoir des Tissages d'Alsace (wholesaler), 16, Rue Jacques Preiss, 68 Colmar. WTD 11/18/66.

242 Sawmills, planing mills

ITALY—Douglas-fir, pitch-pine, hemlock. Requests replies in Italian. Angelo Coppola (importer, retailer, wholesaler), 57 Corso Scina, Palermo. WTD 11/21/66.

249 Wood products

● **GREECE**—Supply of 56,800 creosote-treated utility line poles, 7 to 12 meters in length. Tender No. 6491, bid deadline Dec. 30. Issued by, and specifications and other related documents available from the Hellenic Telecommunications Organization Ltd., 6 Klissovis St., Athens.

259 Furniture, fixtures

GERMANY—Light metal venetian blinds, accessories. Requests price quotations c.i.f. European ports. Reinhardt Selhof (importer, wholesaler), 184 Gneickener Strasse, 407 Rheydt. WTD 8/24/66.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

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ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

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DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 108 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR. 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA. 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

261 Pulp mills, products

SPAIN—Pulp and newsprint. Requests quotations c.i.f. Barcelona. De La Camara Hermanos (Cable Address Cadela) (commission agent), Apartado de Correos 14025, Madrid (13). WTD 11/14/66.

262 Paper mills, products

● **TUNISIA**—19,000 tons paper and paperboard, assorted types, sizes, and quantities. Tender No. 3, bid deadline Jan. 20, 1967. Groupement des Importateurs et Transformateurs de Papier Industriel, 13, Rue Sidi Bou-Mendil, Tunis. Correspondence preferred in French.★ (Telephone: 202-WO 7-3003).

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264 Converted paper, paperboard products

SOUTH AFRICA—Toilet paper, soft, white and embossed, color printed with small flower design to following specifications: substance 26 grs/sqm, reel width 63″, diameter 20″, core 2¾″. Samples, price required c.i.f. Durban. Minimum ten ton lots. E. A. Farrance (export, import agents), P.O. Box 7040, Johannesburg. WTD 11/23/66.

281 Industrial chemicals

NETHERLANDS—Industrial chemicals and raw materials for soap and detergent industry, for anti-corrosion products, for pesticides and insecticides and pharmaceutical industries. Ethylene, oxide and derivatives, aromatic solvents, xylene, toluol, solvent naphthalene, hexane, cyclohexane, acetone, acrylonitrile, butyl acetate and alcohol, industrial alcohols, cresols, phthalic anhydride, petro chemicals, hardening accelerators, catalyzers for plastics. Direct purchase and agency. Saremine N.V. (import, export, wholesale), 34 Zeekant, The Hague. WTD 8/30/66.

NEW ZEALAND—Phthalic anhydride, dioctyl phthalate. Specifications and quotes on c.i.f. or c. & f. basis Auckland for 20 ton lots requested. General Manager, Fletcher Chemical Co. Ltd. (importer, manufacturer), Private Bag, Auckland. WTD 11/16/66.

282 Synthetic materials

FRANCE—Printed sheets of chloride polyvinyl for manufacture of plastic garment bags. Ets Plast'lux (manufacturers), 28 Boulevard de Riquier, 06 Nice. WTD 11/21/66.

NETHERLANDS—Rubber and plastic chemicals, monomores, isocyantes. Direct purchase and agency. Saremine N.V. (importer, exporter, wholesaler), 34 Zeekant, The Hague. WTD 8/30/66.

Rubber and plastic chemicals, monomores, isocyanates. Direct purchase and agency. Saremine N.V. (import, export, wholesale), Zeekant 34, The Hague. WTD 8/30/66.

283 Drugs

DOMINICAN REPUBLIC—Pharmaceutical and veterinary products. Agencias Asociadas, C. por A. (importer, commission agent), Calle Sanchez 51, Santo Domingo. WTD in preparation.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

NETHERLANDS—Organic detergents, organic surface active agents. Direct purchase and agency. Saremine N.V. (importer, exporter, wholesaler), 34 Zeekant, The Hague. WTD 8/30/66.

Organic detergents, organic surface active agents. Direct purchase and agency. Saremine N.V. (importer, exporter, wholesaler), 34 Zeekant, The Hague. WTD 8/30/66.

De luxe toilet and novelty soaps, face cleansing pads, deodorants, after-shave lotions, men's and ladies' toiletries, perfumes, cosmetics. Direct purchase and agency. 's-Gravenhaagsche Parfumerie Groothandel (importer, wholesaler), P.O. Box 1079, The Hague. WTD 11/16/66.

SWEDEN—Raw materials for detergents, floor waxes. Agency and direct purchase. AB Alkalion (manufacturer), Ostra Hamngatan 13, Goteborg. WTD 5/4/66.

287 Agricultural chemicals

● **AUSTRALIA**—Superphosphate, ordinary, total P_2O_5 content approximately 23%, 700 metric tons, or alternatively triple superphosphate, total P_2O_5 content approximately 46%. Superphosphate against either alternative is to be supplied in bags. Rock phosphate, finely powdered, containing minimum of 25% P_2O_5 and minimum of 10% citrate soluble P_2O_5, 300 tons. Tender No. T6V4/2/6, bid deadline Dec. 20. The Secretary, Contract Board, 339 Swanston St., Melbourne.★ (Telephone: 202-WO 7-3465).

NETHERLANDS—Pesticides and insecticides. Direct purchase and agency. Saremine N.V. (importer, exporter, wholesaler), 34 Zeekant, The Hague. WTD 8/30/66.

289 Chemical products

FRANCE—Masonry waterproofing and insulating compounds; protective surface coatings including stratified or non-stratified polyester materials for use in construction and final revetment of terraces, vaults, dams, canals, etc.; products which may be cold-applied during either summer or winter seasons; highly resilient, weather resistant, crack and blister-proof; also grease, oil and acid-proof. Requests replies in French. Entreprise du Midi (contractor, retailer), 16 Boulevard Griffoul-Dorval; 31- Toulouse, Haute-Garonne. WTD 11/21/66.

306 Fabricated rubber products

TAIWAN—Compact life preservers; ocean-going towable rubber buoyant containers for petroleum products, etc. Direct purchase and agency. Fraternal Enterprise Co., Ltd. (importer), 1915-7 Chung Cheng Rd., Taipei. WTD in preparation.

307 Plastic products

NETHERLANDS—Surplus lots of P.V.C. plastics for upholstery of furniture and automobiles, and all types of bags. Quotations c.i.f. Rotterdam. Polypreen-Hillegom N.V. (importer, exporter, wholesaler), 54a Stationsweg, Hillegom. WTD 11/16/66.

311 Leather tanning, finishing

SWEDEN—Medium, low-priced garment leather. Firma Libertz (manufacturer), Viskafors. WTD 11/17/66.

316 Luggage

THAILAND—Luggage. Catalogs, c.i.f. Bangkok prices requested. Direct purchase and agency. Suwannakorn R.O.P. (retailer), 229-231 Jawaraj Rd., Bangkok. WTD 9/20/66.

317 Handbags, personal leather goods

THAILAND—Fancy leather goods to be sold as gift articles. Catalogs, c.i.f. Bangkok prices requested. Direct purchase and agency. Suwannakorn R.O.P. (retailer), 229-231 Jawaraj Rd., Bangkok. WTD 9/20/66.

321 Flat glass

GERMANY—Flat, plate and cast glass, glass concrete ware for building purposes. Requests price quotations c.i.f. Hamburg or Bremen. Requests replies in German. Direct purchase and agency. A. Wegener GmbH. (retailer, wholesaler), 24 Hochstrasse, 4390 Gladbeck/W. WTD 11/17/66.

322 Glass, glassware

BRAZIL—Fresnel lenses for lighthouses. Direct purchase and agency. Selna Servicos Eletro Navais S.A. (wholesaler, agent), Rua Euclides da Cunha 246, Rio de Janeiro ZC-08, Estado da Guanabara. WTD 2/1/66.

HONG KONG—Glassware: tumblers, wine and liquid glasses, for use in hotels, restaurants. Floline Trading Co., Ltd. (importer, exporter, commission agent), 106 Hing Fat House, 8 Duddell St., Hong Kong. Cable: Flotrade. WTD 7/2/65.

329 Abrasive, asbestos, nonmetallic mineral products

● **BURMA**—Supply of emery cloth and sandpaper. Tender No. 344/T/CONST-BR/66-67, bid deadline Dec. 21. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-5652).

PHILIPPINES—Abrasives for wood products. Allied Woodcraft Industry (importer, exporter, wholesaler, manufacturer), Banilad, Mandawe, Cebu. WTD 11/8/66.

331 Steel mill products

● **BURMA**—Rails and fastenings, 3,500 long tons 75 lb. rail; 1,500 L/T 60 lb. rail; 124 L/T joint bars and 111 L/T bolts & nuts. Reference No. 25/(T)/TTS-BR(E)/66-67, bid deadline Dec. 30. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-2363).

● Seamless casing, 5½″ O.D. to 20″ O.D., 682,000′ required. Tender No. 23(T)MCY-POI/EXP(66-67), bid deadline Dec. 31. The

Procurement Manager, People's Industry, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2363).

HONG KONG—Stainless steel sheets, 4' x 8', and stainless steel waste sheets. Hang Lee Company (importer, wholesaler, retailer), 902 Canton Rd., Kowloon, Hong Kong. Cable: Halemetalkl. WTD 11/9/66.

PHILIPPINES—Hot rolled steel sheets or plates in coils. Quality—ASTM A245 Grade A; thickness—½" and ¼"; width—32"; slit edge or mill edge; coil weight—ten tons maximum; coil ID—about 30"; camber—2 mm every IM or 1" every 20'; size tolerance: thickness—plus zero minus 5%; width—plus/minus 3 mm in case of slit edge; plus 18 mm minus zero in case of mill edge; quantity—300 to 500 tons each thickness per month; total annual requirement—7,200 to 12,000 metric tons. R. G. Vildzius, President, Driam (Phil.) Pipe Corp. (manufacturer), 310 Far East Bank Bldg, Muralla, Intramuros, Manila. WTD in preparation.

342 Cutlery, hand tools, general hardware

AUSTRIA—Marine hardware, other accessories for barges, boats, ships. Schiffswerft Linz Aktiengesellschaft (ship building and repairing), Hafenstrasse 61, Postfach 45, A-4010 Linz/Donau. WTD 11/21/66.

GERMANY—Furniture fittings. Requests price quotations c.i.f. European ports. Reinhardt Selhof (importer, wholesaler), 184 Gneickener Strasse, 407 Rheydt. WTD 8/24/66.

343 Heating apparatus, plumbing fixtures

IRELAND—Industrial and domestic packaged steam and hot water boilers. Direct purchase and agency. Thermal (Ireland) Ltd. (manufacturer's agent), 85 Lower Baggot St., Dublin 2. WTD 11/10/66.

344 Fabricated structural metal products

FRANCE—Prefabricated metallic parking lot equipment of modern types, portable, including low-priced equipment easy to assemble, for temporary utilization of parking areas located in vicinity of commercial exhibits, trade fairs, amusement parks, etc. Also fixed installations, such as metallic gates, sectional units, and related metallic structures. Descriptive literature requested. Direct purchase and agency. Bordeaux-Sud (Etablissements) (manufacturers), R. Deleu, 1 Villa Croix-Nivert, 75-Paris, 15e. WTD 11/17/66.

348 Fabricated wire products

● **BURMA**—Supply of chain blocks of various quantities, ranging from ¼-ton capacity to 10-ton capacity. Tender No. 16/(T)/MCY-BR/66-67, bid deadline Dec. 30. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-5589).

349 Fabricated metal products

JORDAN—Bells, chimes and signaling devices. Direct purchase and agency. Soufan Bros. Co. (importer, wholesaler, retailer), P.O.B. 1340, Amman. WTD 5/26/65.

352 Farm machinery

SWEDEN—Garden tractors, accessories. Ingeniorsfirma Belos AB (importer, retailer, exporter, wholesaler, manufacturer, sales agent), Alviksvagen 30, Stockholm-Bromma. WTD 11/15/66.

353 Construction, mining, materials handling machinery, equipment

● **BURMA**—Four earthmoving scrapers, 14/15 cu. yd. capacity; two crawler tractor dozers; one grader; two tractor shovel-loaders. Tender No. 24/(T)MCY-BR(E)66-67. Bid deadline Jan. 3. Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon. Specifications, drawings and conditions can be obtained from the Chairman on payment of K-5 per set.

GUATEMALA—Cranes for use in construction of multi-floor buildings. Juan U. Maegli & Cia. Ltda. (retailer, wholesaler), Apartado Postal 590, 6a Avenida 1-21, Zona 4, Guatemala City. WTD 10/15/65.

NETHERLANDS—Mining machinery and equipment, except oil field machinery and equipment such as agitators, pulverizers, conveyors, special valves. Direct purchase and agency. N.V. Dimag (importer, wholesaler, exporter), P.O. Box 1265, The Hague. WTD in preparation.

TAIWAN—Drilling equipment and tools for oil wells. Direct purchase and agency. Fraternal Enterprise Co., Ltd. (importer), 1915-7 Chung Cheng Rd., Taipei. WTD in preparation.

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354 Metalworking machinery

● **INDIA**—One locomotive wheel profiling lathe with double-face plates, 1400 mm. dia. Tender No. 410/16/003/13-9-66, bid deadline Jan. 6, 1967. Global procurement. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Copies of tender documents are available for $1.50 each from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008; ref. No. ISM D/ENQ/2149.

● One universal tool and cutter grinder, 10" swing over bed, 24" between centers, suitable for 440-volt, three phase, 50 cycle a.c. Tender No. AEE/P/TEIH/111, bid deadline Dec. 26. Head, Purchase & Stores Division, Atomic Energy Establishment Trombay, 3rd Floor, Mohatta Bldg., Palton Rd., Bombay.★ (Telephone: 202-WO 7-5652).

● One back-up pressure regulating roller leveler suitable for 54" wide aluminum alloy sheet. Tender No. 224/16/156/18-8-66, bid deadline Dec. 22. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Copies of tender documents are available for $1.50 each from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008; ref. No. D/ENQ/2148.

355 Special industry machinery

FRANCE—Light-duty automatic boot and shoe-machinery including hot-stamping presses, gold-leaf type marking and branding machines; small power tools; modern implements and devices for footwear industry and by shoe-makers and repairers. Direct purchase and agency. Depots de Cuirs et Crepins (Societe D.C.C.) (dealers, selling agents), 74 Rue Belleville; 33- Bordeaux, Gironde. WTD 11/22/66.

IRAQ—Complete plant for extraction of licorice root. Abdul Hamid Saleh (manufacturer), Khedery Bldg., Wathba Square, Baghdad. WTD 11/14/66.

IRELAND—Custom-built packaging equipment. Direct purchase and agency. Thermal (Ireland) Ltd. (manufacturers' agent), 85 Lower Baggot St., Dublin 2. WTD 11/10/66.

MEXICO—Packaging machinery for food products. Lance Hermanos, S. A. (manufacturer), Inguaran No. 5840, Mexico 14, D. F. WTD 7/14/65.

NETHERLANDS—Machinery for food-processing industry, large cooking tanks. Electronic equipment, especially for laboratory and chemical food processing industries. Direct purchase and agency. N. V. Dimag (importer, wholesaler, exporter), P.O. Box 1265, The Hague. WTD in preparation.

356 General industrial machinery

● **BURMA**—Supply of diesel engine pumping unit with a capacity of 500 I.G.P.M., and a head of 110'. Tender No. 22(T)MCY-POI/DD(66-67), bid deadline Feb. 10, 1967. Procurement Manager, People's Oil Industry, Merchant St., Rangoon.★ (Telephone: 202-WO 7-5589).

IRELAND—Heating and ventilating equipment. Direct purchase and agency. Thermal (Ireland) Ltd. (manufacturers' agent, commission), 85 Lower Baggot St., Dublin 2. WTD 11/10/66.

JORDAN—Exhaust fans, domestic and light industry. Direct purchase and agency. Soufan Bros. Co. (importer, wholesaler, retailer), P.O.B. 1340, Amman. WTD 5/26/65.

SWEDEN—Bag-closing machines for reusable bag closures, no filling. Direct purchase and agency. Star Agentur (agent, wholesaler), R. Darnolf AB, Box 50, Lerum. WTD 6/29/65.

357 Office, computing, accounting machines

● **INDIA**—Supply of one electrically operated adding-listing machine capable of adding and subtracting above and below zero. Tender No. 1027/1-372/BPO/PR/56120, bid deadline Jan. 4. Chief Purchase Officer, Beas Purchase

Organization, Talwara Township, Dist. Hoshiarpur Punjab.★ (Telephone: 202-WO 7-2939).

NETHERLANDS—Weighing machines such as scales and balances, except laboratory, to trade, Government institutions. Direct purchase and agency. N.V. Dimag (importer, wholesaler, exporter), P.O. Box 1265, The Hague. WTD in preparation.

358 Service industry machines

IRELAND—Air-conditioning equipment. Direct purchase and agency. Thermal (Ireland) Ltd. (manufacturers' agent, commission), 85 Lower Baggot St., Dublin 2. WTD 11/10/66.

NETHERLANDS—Commercial laundry, dry cleaning and pressing machines, industrial vacuum cleaners. Direct purchase and agency. N.V. Dimag (importer, wholesaler, exporter), P.O. Box 1265, The Hague. WTD in preparation.

SOUTH AFRICA—Biological refrigerators; humidifiers; water softeners, mechanical. Direct purchase and agency. S.M.I. Aid (Pty) Ltd. (importer, retailer, sales agent), P.O. Box 23709, Johannesburg. WTD 11/21/66.

361 Electric transmission, distribution equipment

JORDAN—Circuit breakers, power, indoor with mild cases. Direct purchase and agency. Soufan Bros. Co. (importer, wholesaler, retailer), P.O.B. 1340, Amman. WTD 5/26/65.

362 Electrical industrial apparatus

● **INDIA**—One 600 amp. and one 400 amp. argon gas D.C. welder. Tender AEE/P/TEIH/117, bid deadline Dec. 28. Head, Purchase & Stores Division, Atomic Energy Establishment Trombay, 3rd Floor Mohatta Bldg., Palton Rd., Bombay.★ (Telephone: 202-WO 7-5652).

363 Household appliances

NETHERLANDS—Novelties in household equipment like electrical bread saws, electrical toothbrushes, etc. Direct purchase and agency. N.V. Dimag (importer, wholesaler, exporter), P.O. Box 1265, The Hague. WTD in preparation.

364 Electric lighting, wiring equipment

JORDAN—Lighting equipment, mercury or sodium discharge, for street lighting. Direct purchase and agency. Soufan Bros. Co. (importer, wholesaler, retailer), P.O.B. 1340, Amman. WTD 5/26/65.

366 Communication equipment

● **IRAQ**—Supply of teletypewriters and associated equipment. Tender No. 66/6, bid deadline Jan. 16. Directorate General, Posts, Telegraphs & Telephones Administration, Ministry of Communications, Baghdad.★ (Telephone: 202-WO 7-4823).

JORDAN—Pax and Pabx telephone exchanges; intercommunications telephone exchanges. Direct purchase and agency. Soufan Bros. Co. (importer, wholesaler, retailer), P.O.B. 1340, Amman. WTD 5/26/65.

Fire-alarm apparatus, electric, against burglary, fire. Direct purchase and agency. Soufan Bros. Co. (importer, wholesaler, retailer), P.O.B. 1340, Amman. WTD 5/26/65.

367 Electronic components, accessories

SWEDEN—Highly qualified microwave components; wider transistor and diode programs of high quality, integrated circuits also for microwave, microwave-linked equipment for TV, telephone and data transmitting; transistorized infrared detectors; infrared optics, infrared measurement equipment, etc. Direct purchase and agency. Albatross Tele AB (importer, sales agent), Tradgardsgatan 26, Sundbyberg 3. WTD 11/18/66.

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369 Electrical machinery, equipment, supplies

JORDAN—Contactors starters for household, industrial uses. Direct purchase and agency. Soufan Bros. Co. (importer, wholesaler, retailer), P.O.B. 1340, Amman. WTD 5/26/65.

371 Motor vehicles, motor vehicle equipment

NETHERLANDS—Automobile equipment, parts, and accessories such as wrenches, jacks, wheelbalancing equipment, etc. Direct purchase and agency. N.V. Dimag (importer, wholesaler, exporter), P.O. Box 1265, The Hague. WTD in preparation.

374 Railroad equipment

● **IRAN**—Supply of two light railway motor tractors (locotractors). Tender No. A/2026, bid deadline Feb. 18, 1967. Iranian Steel Corp., Ministry of Economy, Tehran, Iran. Specifications and bidding conditions may be reviewed only (not available for loan) in Rm. 4314, Transportation Equipment Division-BDSA, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: WO 7-4816).

● **SUDAN**—Supply of 15 small Decauville trucks for cresoting cylinder capable of carrying timber and sleepers for treatment. Contract No. 3638, bid deadline Jan. 4, 1967. Office of controller of Stores, Sudan Railways, Atbara. Details and specifications may be reviewed only (not available for loan) in Rm. 4314, Transportation Equipment Division-BDSA, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: WO 7-4816).

381 Engineering, laboratory, scientific, research instruments

● **BURMA**—Supply of drawing and surveying equipment including drawing boards, surveying chronometers, T-squares, rulers, steel tapes, theodolites, levelling staves, clinometers, compasses, etc. Tender No. 1-52(T)MCY/IRR/66/67(2-3-06), bid deadline Dec. 20. Chief Engineer, Irrigation Dept., 9/21 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-2939).

● Supply of copying machine or printing machine for drawing office. Tender No. Q/1/SM-Stnry/6/1, bid deadline Dec. 30. General Manager, Steel Mill, Ywama, Insein.★ (Telephone: 202-WO 7-2939).

382 Instruments for measuring, controlling, indicating physical characteristics

BELGIUM—Automatic dial indicators to be adapted on apparatus for weighing freight cars. Direct purchase and agency. S.A. des Anc. Ets. E. & F. Roisin & Cie (manufacturer), Rue de l'Abattoir, Chatelet. WTD 11/9/66.

● **SYRIA**—Supply of 20 gauges to measure water level in reservoirs; 37 gauges to measure pressure in pipe network; two gauges to measure water level in canal. Tender No. 6535, bid deadline Dec. 18. The General Establishment of the Fiji Water of Damascus, Damascus. Copies of tender terms and specifications available from the Directorate of Technical Affairs of the above issuing authority for $1.25 plus air mail postage.

386 Photographic equipment

JORDAN—Lantern projectors for installation around buildings, factories. Direct purchase and agency. Soufan Bros. Co. (importer, wholesaler, retailer), P.O.B. 1340, Amman. WTD 5/26/65.

NIGERIA—Diazo process printers. Dotun Okubanjo & Associates Ltd. (photography marketing, publicity consultants), 57A Marina, P.O. Box 1973, Lagos. WTD 2/26/66.

NIGERIA—Cameras. Dotun Okubanjo & Associates Ltd. (photography marketing, publicity consultants), 57A Marina, P.O. Box 1973, Lagos. WTD 2/26/66.

395 Pens, pencils, office, artists' materials

● **CEYLON**—Supply of ink ribbons for ticket machines. Bid deadline Dec. 21. The Ceylon Transport Board, Colombo.★ (Telephone: 202-WO 7-2939).

SWEDEN—Identification systems for personal identification purpose such as marking equipment; coder equipment and address stencils, etc. Direct purchase and agency. Firma Bo Lindesvard (importer, sales agent), Storgatan 58, Stockholm. WTD 11/17/66.

396 Costume jewelry, novelties, buttons, notions

NICARAGUA—Specialty metal buttons with novelty design of the kind used on blazers of children or on blazer cuffs; about ½" diameter. Luis Daboub Leal y Cia. Ltda. (importer), Apartado Postal 1606, Managua. WTD in preparation.

SWEDEN—Buckles for men's beach wear belting, particularly new type products. Stinson

AB (manufacturer), Enock Thulins vag, Landskrona. WTD 11/21/66.

THAILAND—Costume jewelry. Catalogs, c.i.f. Bangkok prices requested. Direct purchase and agency. Suwannakorn R.O.P. (retailer), 229-231 Jawaraj Rd., Bangkok. WTD 9/20/66.

399 Manufacturing industries

PERU—Metal frames for women's handbags. Requests replies in Spanish. Isauro Gutierrez G. (importer, manufacturer, retailer), San Camilo 100-A, P.O. Box 910, Arequipa. WTD 11/17/65.

500 Wholesale trade

NEW ZEALAND—Company wholesaling chinaware, porcelainware, earthenware, glassware, woodenware, and gift novelties would like to contact U.S. firm in same field with view to participating in bulk purchasing operations. Companies interested asked to supply sample catalogs details of basis on which they would be prepared to include New Zealand firm's requirements in their purchasing operation. Dominion & Overseas Agencies Ltd. (importer, wholesaler), P.O. Box 2396, Auckland. WTD 11/15/66.

503 Dry goods, apparel

THAILAND—Men's ready-made clothing such as lightweight jackets, pants, shirts, undergarments, socks; lightweight jackets, swim suits, slacks, undergarments for ladies; full line babywear. Catalogs, c.i.f. Bangkok prices requested. Direct purchase and agency. Suwannakorn R.O.P. (retailer), 229-231 Jawaraj Rd., Bangkok. WTD 9/20/66.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

222 Broad woven fabric mills, manmade fiber, silk

IRAN—Dacron broad woven fabrics for men's suitings. Ali Bazargan (importers), 245 Lalezar Ave., Tehran. WTD 11/19/66.

236 Girls', children's, infants' outerwear

NIGERIA—Children's ready-made clothing. Mamal Ltd. (importer, sales, indent agent), 24 Commercial Ave., Yaba, P.O. Box 3579, Lagos. WTD 10/26/66.

264 Converted paper, paperboard products

PAKISTAN—Laminated board sheet 8' x 4' in various colors, designs. Capitol Trading Co. (wholesaler, retailer), Hall Rd., Lahore, West Pakistan. WTD 11/8/66.

283 Drugs

AUSTRIA—Newly developed pharmaceutical specialties. Requests detailed information for registration with Austrian health authorities. Chemosan-Union Aktiengesellschaft (manufacturer, manufacturers' representative), Koelblgasse 10, A-1030 Vienna. WTD 12/9/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

AUSTRIA—Cosmetics; new types of toilet preparations. Requests detailed information on products, prices, terms. Chemosan-Union Aktiengesellschaft (manufacturer, manufacturers' representative), Koelblgasse 10, A-1030 Vienna. WTD 12/9/65.

287 Agricultural chemicals

HONDURAS—Agricultural and livestock chemicals and equipment. Cadelga, S. de R. L. (distributor), Attn: Rolando L. Mojica, Apartado Postal 98-C, Tegucigalpa, D. C. WTD 11/17/66.

PAKISTAN—Fertilizers, urea, ammonium sulphate insecticides, pesticides. Capitol Trading Co. (wholesaler, retailer, exporter), Hall Rd., Lahore, West Pakistan. WTD 11/8/66.

289 Chemical products

AUSTRIA—Printing ink for all kinds of printing jobs. Requests replies in German. Leopold Waldmann (indent, selling agent), Andergasse 50/1, A-1170 Vienna. WTD 11/18/66.

322 Glass, glassware

SOUTH AFRICA—Scientific glassware. S. M. I. Aid (Pty.) Ltd. (importer, retailer, sales agent), P.O. Box 23709, Johannesburg. WTD 11/21/66.

342 Cutlery, hand tools, general hardware

AUSTRALIA—Hand tools and hardware for metalworking, woodworking and general maintenance; kitchen cutlery, hardware. Harper's Agencies (manufacturers' agent, importer), 7 Iluka St., Black Rock, S.9, Melbourne, Victoria. WTD 8/12/66.

SOUTH AFRICA—Casters, hospital equipment. S. M. I. Aid (Pty.) Ltd. (importer, retailer, sales agent), P.O. Box 23709, Johannesburg. WTD 11/21/66.

343 Heating apparatus, plumbing fixtures

ITALY—Complete range of pumps for central heating systems and instantaneous hot water generators by means of central-heating boiler. Fasoli P.I. Giuseppe (agent), 208 Corso Taranto, Torino. WTD 11/10/66.

PAKISTAN—Natural gas burners, stoves, cooking ranges. Capitol Trading Co. (wholesaler, retailer, exporter), Hall Rd., Lahore, West Pakistan. WTD 11/8/66.

352 Farm machinery

FRANCE—Light and medium-duty agricultural equipment, preferably machines of new types, farm implements, tools. W. Walton & Cie. (dealer, agent), 48 Cours d'Alsace-et-Lorraine, 33- Bordeaux, Gironde. WTD 11/21/66.

353 Construction, mining, materials handling machinery, equipment

NIGERIA—Dock cranes which have developed and proved container handling equipment range. Mamal Ltd. (importer, sales, indent agent), 24 Commercial Ave., Yaba, P.O. Box 3579, Lagos. WTD 10/26/66.

354 Metalworking machinery

FRANCE—Machine-tools, metal-cutting types, replacement and spare parts and attachments, including screw cutting lathes; thread cutters; slide-lathes; plain-turning lathes, etc. Requests replies in French. Paris Centre Machine-Outils (dealers, sales agents), 20-22 Rue de la Reforme, 87- Limoges, Haute-Vienne. WTD 11/18/66.

355 Special industry machinery

AUSTRIA—Machinery and equipment for food processing, chemical, and pharmaceutical industries. Requests replies in German. Egon Sauer-Nordendorf-Gesellschaft fuer Industriebedarf OHG (importer, wholesaler, manufacturers' representative), Ignaz Harrer-Strasse, A-5020 Salzburg. WTD 11/18/66.

FRANCE—Woodworking machinery and machine-tools, light and medium-duty equipment of modern types, including portable power-driven tools for use in sawmills, by cabinet and furniture-makers, veneer-workers, etc. (a.c., 50 cycles, 220 volts). Requests replies in French. Paris Centre Machines-Outils (dealers, sales agents), 20-22 Rue de la Reforme, 87- Limoges, Haute-Vienne. WTD 11/18/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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356 General industrial machinery

PAKISTAN—Compressors, air, portable and stationary. Requests quotations, c. & f., Karachi. I. & S. Corp., 2nd Floor, Dada Chambers, Bunder Rd., Karachi.

SOUTH AFRICA—Flow pumps, vacuum pumps. S.M.I. Aid (Pty) Ltd. (importer, retailer, sales agent), P.O. Box 23709, Johannesburg. WTD 11/21/66.

358 Service industry machines

PAKISTAN—Air-conditioning equipment, industrial. Absorption units and centrifugal-induction units. Requests catalogs, quotations, c. & f., Karachi. Abco International Corp. of Pakistan (importer), 408 Mehboob Chambers, Victoria Rd., Karachi. WTD 9/29/66.

Air conditioning, one, one and one-half, three-ton and over units; refrigerators 4-18 and over cubic feet for domestic, industrial use; natural gas operated. Capitol Trading Co. (wholesaler, retailer, exporter), Hall Rd., Lahore, West Pakistan. WTD 11/8/66.

361 Electric transmission, distribution equipment

PAKISTAN—Power transformers 11 to 132 KV, Conductors (ACSR) H T insulators, measuring instruments, meters. Capitol Trading Co. (wholesaler, retailer, exporter), Hall Rd., Lahore, West Pakistan. WTD 11/8/66.

SOUTH AFRICA—Test equipment, electric.

S.M.I. Aid (Pty) Ltd., P.O. Box 23709, Johannesburg. WTD 11/21/66.

363 Household appliances

PAKISTAN—Freezers, home and farm; cooking appliances, natural gas operated, electrical appliances (220-volt, 50-cycle single phase a.c.). Capitol Trading Co. (wholesaler, retailer, exporter), Hall Rd., Lahore, West Pakistan. WTD 11/8/66.

364 Electric lighting, wiring equipment

PAKISTAN—Lighting fittings and fixtures for streets, industrial, commercial and domestic mercury vapor lamps, fluorescent tubes. Capitol Trading Co., Hall Rd., Lahore, West Pakistan.

366 Communication equipment

PAKISTAN—Telecommunication equipment, signals equipment for railways. Capitol Trading Co. (wholesaler, retailer, exporter), Hall Rd., Lahore, West Pakistan.

367 Electronic components, accessories

PAKISTAN—Magnetic core materials. Requests quotations c. & f., Karachi. Asiwan Traders (importer), 40-41 Rehman Ct., Greig St., Karachi. WTD 3/7/66.

SOUTH AFRICA—Transducers. S. M. I. Aid (Pty.) Ltd. (importer, retailer, sales agent), P.O. Box 23709, Johannesburg. WTD 11/21/66.

369 Electrical machinery, equipment, supplies

PAKISTAN—X-ray and medical equipment. Capitol Trading Co. (wholesaler, retailer, exporter), Hall Rd., Lahore, West Pakistan. WTD 11/8/66.

372 Aircraft, parts

PAKISTAN—Aircraft parts and accessories. (FAA specifications). Requests catalogs, quotations, c. & f., Karachi. I. & S. Corp. (importer), 2nd Floor, Dada Chambers, Bunder Rd., Karachi. WTD 8/11/65.

374 Railroad equipment

PAKISTAN—Rolling stock, freight, passenger cars, track material, equipment for electrification of railroad 5'-6' gauge. Capitol Trading Co. (wholesaler, retailer, exporter), Hall Rd., Lahore, West Pakistan. WTD 11/8/66.

381 Engineering, laboratory, scientific, research instruments

SOUTH AFRICA—Balances, centrifuges, laboratory; meteorological instruments; optical instruments; spectographs. S. M. I. Aid (Pty.) Ltd. (importer, retailer, sales agent), P.O. Box 23709, Johannesburg. WTD 11/21/66.

382 Instruments for measuring, controlling, indicating physical characteristics

IRAN—Gas meters. Middle East Supply Co. Ltd. (importer), 153 Takhte-Jamshid Ave., P.O. Box 1178, Tehran. WTD 11/19/66.

SOUTH AFRICA—Altimeters; thermostats; thermometers. S. M. I. Aid (Pty.) Ltd. (importer, retailer, sales agent), P.O. Box 23709, Johannesburg. WTD 11/21/66.

383 Optical instruments, lenses

PAKISTAN—Spectrometers and spectroscopic equipment. Requests catalogs, quotations, c. & f., Karachi. Asiwan Traders (importer), 40-41 Rehman Ct., Greig St., Karachi. WTD 3/7/66.

SOUTH AFRICA—Refractometers; spectrophotometers; optical instruments. S. M. I. Aid (Pty.) Ltd. (importer, retailer, sales agent), P.O. Box 23709, Johannesburg. WTD 11/21/66.

386 Photographic equipment

PAKISTAN—Films and allied supplies. Requests catalogs, quotations c. & f., Karachi. Asiwan Traders (importer), 40-41 Rehman Ct., Greig St., Karachi. WTD 3/7/66.

394 Toys, amusement, sporting goods

SWEDEN—Indoor and outdoor playtime products for children in ages 2-10 for children's nurseries, day homes, etc. Agenturfirma Erik A. Lilja (importer, sales agent), Grevgatan 45, Stockholm. WTD 11/15/66.

395 Pens, pencils, office, artists' materials

NIGERIA—Rulers, set-squares, laboratory glassware, etc. Mamal Limited (importer, sales or indent agent), 24 Commercial Ave., Yaba, P.O. Box 3579, Lagos. WTD 10/26/66.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—It has been announced that a consortium of seven Australian companies, including five life insurance companies, will provide the Australian equity participation in **the Savage River iron ore project in Tasmania.** They will hold a 12½% interest through a 25% holding in North West Iron Co. Ltd., which is half owner of the project with the Dahlia Mining Co. Ltd. of Japan.

Major shareholder in North West Iron is Pickands Mather & Co. International, which will manage the project for 20 years. The Australian consortium consists of Australian Mutual Provident, Colonial Mutual Life, Mutual Life and Citizens, National Mutual Life, United Insurance, Kathleen Investments and Ampol.

The ore deposit in the northwest corner of Tasmania is the lowest grade iron ore body being developed in Australia and is estimated to contain 40% iron. Estimated annual output is 9,500,000 tons of ore and rock. This will be crushed and the iron particles separated and pumped through a 52-mile pipeline to Port Latta, a new harbor that is being developed in northwest Tasmania. Here they will be pelletised before shipment to Japan. Japanese mills will take 2,250,000 tons of pellets a year for 20 years. Construction of the project is already half complete, and first production of pelleters is expected late next year.

ICELAND—Price quotations and information from American firms are requested for the planned construction of **a laboratory and office building for the Building Research Institute of Iceland.** A purchase is foreseen in the form of a complete prefabricated steel or concrete building with all attached accessories except heating, plumbing, electricity and ventilation. For insulation a K-value of 0.7 Kcal/mh °C is not to be exceeded. Specifications of 75 kg/m² for snow load and of 100 kg/m² for basic wind load are assumed. Project description and preliminary drawings are available on loan from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230, Attn: Roy C. Parker.

Information and quotations should be sent before Dec. 31 to Innkaupastofnun rikisins (The Icelandic Government Purchasing Dept.), Borgartuni 7, Reykjavik, Iceland.

KENYA (£1=U.S. $2.80)—The Kenya Government proposes to solicit bids from qualified, experienced civil engineering contractors for the construction of over **150 miles of high-standard bituminized main trunk roads.** It will be a two-year contract to begin in about May, 1967, for an approximate cost of £2.5m. Contract documents are now in the course of preparation and are expected to be issued in Jan., 1967.

The roads to be constructed are in two sections, one about 65 miles long which involves the construction of pavement and light bitumen surfacing mainly on previously constructed earthworks, and the other about 85 miles long which involves the construction of about six medium-sized bridges (mainly in concrete), together with moderate earthworks, pavement and light bitumen surfacing. Contractors interested in bidding should send applications immediately to The Chief Engineer (Roads), Ministry of Works, P.O. Box 30260, Nairobi, Kenya, on or before Jan. 16, 1967. Contractors not already on the Kenya Government Register of Road Works Contractors will be sent prequalification forms for registration. Approved registered contractors will then be sent tender documents.

The Kenya Government has a program of road and small bridge construction exceeding £21,000,000 over the 1966-1970 period.

MEXICO—The Department of the Federal District (DDF), the governing body of Mexico City, appears to have completed negotiations with representatives of the International Bank for Reconstruction and Development (IBRD) for a loan to finance part of **a major sewage project to replace the antiquated and badly overloaded Grand Canal now serving the Mexico City area.** The cost of the project, which will require three years to complete, is estimated by DDF officials at $132

million, approximately one-half of which will be funded out of the IBRD loan. Invitations for firms to register with the DDF to be eligible to receive invitations to bid on the project may be issued as early as next month.

Full details on the project are still not available, but the new sewage system will consist of three major tunnels: the central carrier (*emisor central*), which will be a tunnel seven meters in diameter stretching 50 kilometers, and two intercepting tunnels each 20 kilometers long, one four meters in diameter and the other five meters in diameter. Since Mexico City has steadily sunk over the years, the present Grand Canal now requires extensive pumping to remove sewage from the city area. The new system will be designed to eliminate the need for pumping and rely solely on gravity to carry away effluence. Since downstream contamination is no problem in Mexico City, the new system will combine wastes with storm sewage, as does the existing system.

Interested firms should contact the following DDF official for more details: Ing. Raul Enrique Ochoa Elizondo, Director, Direccion de Obras Hidraulicas, and Ing. Mario Solano Gonzalez, Defe, Oficina de Planeacion, Estudios y Proyectos, Direccion de Obras Hidraulicas, Departamento del Distrito Federal Plaza de la Constitucion esquina Pino Suarez—2° piso, Mexico, D.F., Mexico.

SAUDI ARABIA—The joint "Saudi-Jordanian" frontier technical committee announces bidding for **surveying the Jordanian-Saudi frontier** in accordance with assigned specifications, conditions and requirements. Bidders can refer to one of the following offices for obtaining specifications, attached drawing and plans: the Office of H. E. The Deputy Minister for Municipal Affairs, Riyadh, Saudi Arabia, and the Office of Land and Surveying General Director, Amman, H. Kingdom of Jordan. Bids should be submitted to one of the mentioned offices and put into a stamped, wax-sealed envelope which is also to be put into a stamped, wax-sealed envelope. On the inside envelope should be written 'Bid for Saudi Jordanian Frontier' and on the outside envelope the address of one of the above-mentioned offices.

The bid, which should include the sum in figures and words, is to be submitted by the bidder or his authorized representative. It should include detailed sums for requirements mentioned in the specifications and bank guarantee of 5% of the sum named by the bidder. Bids which do not conform to the above conditions will not be considered.

Last date for the acceptance of bids is Saturday, Jan. 7, 1967. The committee is not obliged to adjudicate tender on lowest price basis. Specifications, attached drawings and plans can be given to survey companies against payment.

An up-to-date **list of development projects** in progress or planned for the future is available from the Trade Opportunities Staff, U.S. Department of Commerce, BDSA-624, Washington, D.C. 20230.

This listing (dated Oct., 1966) is not inclusive. In some cases, contracts have already been awarded for design or construction; others may be handled by tenders for which a select list has already been prepared; and there are cases where no definite plans are known to exist, and promotional activity may be needed to create a project opportunity. The list is presented only as a rough indication of project activity.

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Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Clyde Hughes, a Member of Queensland Legislative Assembly, representing his real estate development and export/import firms, House of Parliament, Brisbane, Queensland, **interested in seeing real estate developments, especially marina resort developments, and in visiting trade center buildings.** Dec. 13 via Seattle for six weeks. c/o Australian Trade Commissioner's offices in New York, San Francisco and Los Angeles. Itinerary: Dec. 13-17, Seattle; Dec. 18, 19, Chicago; Dec. 20, 21, Detroit; Dec. 21, Niagara Falls; Dec. 24-30, New York; Dec. 30, Jan. 1, Washington; Jan. 2-6, Miami; Jan. 7, Tallahassee; Jan. 8-10, New Orleans; Jan. 10, 11, Dallas; Jan. 12-14, El Paso; Jan. 15-17, Las Vegas; Jan. 18-21, Los Angeles; Jan. 22-25, San Francisco; Jan. 26, Los Angeles.

BRAZIL—Faruk Abrahao, representing Transletrica-Transmissoes e Instalacoes Eletricas Ltda., Rua Paula Souza 471, Sao Paulo, **interested in contacting U.S. manufacturers of controls and other electronic industrial equipment to discuss sales agency.** Dec. 15-Jan. 3 via Miami for 90 days. c/o TOCCO, The Ohio Crankshaft Co., Cleveland, Ohio. Itinerary: to be arranged. WTD 5/6/66.

CEYLON—Douglas Fernando, Ceylon Estate Agency & Warehousing Co. Ltd., 223 Bloemendhal Rd., Colombo, **interested in meeting film producers and distributors, investors, dealers in automobiles and spare parts, outboard motors, glass and glass products, and fertilizers,** and requesting technical information. Mid December via New York or San Francisco for one month. c/o H. M. H. Publishing Co. Inc., 919 N. Michigan Ave., Chicago, Ill. 60611. Itinerary: New York, Pittsburgh, Detroit, Chicago, Dallas, Los Angeles, San Francisco, Washington, Honolulu. WTD in preparation.

ENGLAND—Messrs. John Bates and Kenneth Harding, representing Vanroy Ltd., Harvey Works, Lingard St., Burslem, Stoke-on-Trent, Staffordshire, **interested in manufacture under license of chemical plant or any engineering article of proven success in the U.S., and machine tools and machine tool accessories.** Dec. 17 via New York for one week; return trip could be arranged. c/o Commercial Section, British Consulate General, 845 3rd Ave., New York, N.Y. 10022. Itinerary: New York. WTD in preparation.

Leads for Importers

Commodities are offered direct unless specified

229 Textile goods

IVORY COAST—Threads, strings, rope made of sisal. Requests replies in French. Fibako (Ficelleries de Bouake) (manufacturer), B.P. 117, Bouake. WTD 11/14/66.

249 Wood products

PHILIPPINES—Finished woodcraft made of monkey-pod such as bowls, salad sets, figurines, wall decorations; carved and non-carved furniture, viz., chests, tables, chairs, etc.; full details, prices available upon request. Allied Woodcraft Industry (importer, exporter, wholesaler, manufacturer), Banilad, Mandawe, Cebu. WTD 11/8/66.

352 Farm machinery

FRANCE—Hydraulic rams for pumping water, for farm and other uses; light and medium-duty units which may be manufactured to specifications. Exportation direct or through sales agents. W. Walton & Cie. (manufacturer, dealer), 48 Cours d'Alsace-et-Lorraine, 33- Bordeaux, Gironde. WTD 11/21/66.

355 Special industry machinery

SWEDEN—Machinery used in pulp, paper, board and wallboard industry. Leje & Thurne AB (importer, exporter, wholesaler, manufacturer, sales agent), Nybrokajen 7, Stockholm. WTD 11/18/66.

366 Communication equipment

SWEDEN—Capacitors for radio, television and telephone industries. AB Farad (importer, exporter, wholesaler, sales agent), Nyborgsgrand 1, Hagersten. WTD 9/26/66.

399 Manufacturing industries

NEPAL—Umbrellas, canvas garden type painted with Nepalese decorations, up to 300 pieces at a time, in sizes ranging from 20" to 90" in diameter according to order. Literature, samples on request. The Nepal Artistic Umbrella House (manufacturer), 187 Hyumat Tole, Kathmandu-7. WTD in preparation.

New Books and Reports

***West African Directory 1966-67.* Published by Thomas Skinner & Co. Ltd. London. 664pp. $5.88.**

This fifth edition of the West African Directory reflects the many changes that have taken place in that area.

The following countries are included: Cameroon, Dahomey, the Gambia, Ghana, Guinea, Ivory Coast, Liberia, Mali, Niger, Nigeria, Portuguese Guinea, Senegal, Sierra Leone, Togo, Upper Volta, and the offshore islands of Fernando Po, Sao Tome and Principe. The section devoted to each country contains information on: climate, people, government, finance, public and social services, transportation and communication, natural resources, industries, trade and commerce, travel and tourist information, and a classified business directory.

In addition there are special air and shipping sections and a listing of exporters trading with West Africa. Each copy contains a full color map of West Africa specially prepared for users of the Directory.

Write: Thomas Skinner & Co. Ltd., St. Alphage House, Fore Street, London, EC 2, England.

***American-Israel Economic Horizons, 1966 Yearbook and Trade Directory.* Published by the American-Israel Chamber of Commerce & Industry, Inc., N.Y. 58pp. $2.00.**

Economic trends and policies, trade and finance, investments, travel and transportation and other phases of the Israeli economy are included in this yearbook, as well as a 20-page classified directory of products and services.

Write: American-Israel Chamber of Commerce & Industry, Inc., 250 West 57th Street, New York, N.Y. 10019

***Le Marche Camerounais.* Published by "Marches Tropicaux et Mediterraneens," Paris. 131pp. $4.50.**

A comprehensive market report on the Republic of Cameroon has been published recently in a special edition of "Marches Tropicaux et Mediterraneens," an authoritative and well known French weekly trade magazine dealing with African economic and commercial affairs.

The 131-page publication, one of many studies of African countries prepared by special correspondents, gives basic economic and commercial information useful for both American traders and potential investors interested in Cameroon.

The survey, which is in French, is divided into four main sections dealing with production in the various leading sectors of the economy, the market for imports, infrastructure and tourism.

There are also details of the Cameroonian Investment Code, the Second Five-Year Plan and a list of industrial enterprises now in the Cameroon.

Write: "Marches Tropicaux et Mediterraneens," 190 Blvd. Haussmann, Paris 8, France.

Thailand investors guide

A new publication entitled "Facts and Figures, An Investors' Guide to Thailand" has recently been issued by the Bangkok Bank Ltd., Bangkok, Thailand. The 63-page booklet deals with such topics as land and population, national income, prices, agriculture, industry, power, transport, international trade and payments, public finance, money and banking, investment climate, investment promotion and taxation.

Requests for free copies of the guide in the United States may be directed to the Bangkok Bank's New York Office at 44 Wall St., New York, N.Y. 10005.

***Overseas Financing for U.S. International Business.* By Stefan H. Robock. Reprinted from the Journal of Finance. 11pp. Free.**

This reprint from the May 1966 issue of the Journal of the American Finance Association discusses the reasons why overseas financing possibilities have been overlooked, recent trends, financial decision-making for the multi-national firm, and new elements in financial decision-making. Among the latter are: exchange risks, differential inflation rates, taxes across national boundaries, effective versus nominal rates of interest, fringe benefits, joint ventures, special inducements, and future benefits of developing local capital markets.

Mr. Robock closes with suggestions for a positive approach to overseas financing.

Write: International Business Studies, Graduate School of Business, Indiana University, Bloomington, Ind.

***U.S. Commodity Exports/Imports as related to Output, 1964 and 1963.* Published by the Bureau of the Census, U.S. Dept. of Commerce 116pp. 60¢.**

This report is the seventh in a series containing statistical information on the relation between U.S. domestic output and U.S. commodity exports and imports. It regroups and compares, according to the Standard Industrial Classification, statistics on exports of domestic merchandise, imports for consumption and domestic output.

Data are presented for about 850 export commodity classifications and 670 import commodity classifications. Detailed tables show value data for agricultural, forestry, fishery, mineral and manufactured commodity groups, and quantity data where appropriate and available.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402

***European Free Trade Assn.* Published by EFTA, Geneva, 1966. 24pp. free.**

This pamphlet presents a concise review of the origins of EFTA, the Stockholm Convention, EFTA's progress toward a free trade area and a unified European market and the group's economic position and external trade.

Write: EFTA Information Office, Suite 714, 711 14th St., N.W., Washington, D.C. 20005.

***Directory of Free World Enterprises and Collaboration in India.* Champaksons, New Delhi, India, 340pp. $10.**

This comprehensive directory of over 3000 foreign firms in India is divided into three major sections: companies listed alphabetically by products and services; companies listed alphabetically by name, together with the names of the foreign affiliates or associates; firms listed by country of origin.

The directory also surveys foreign aid and foreign private investment in India and reviews the tax structure, incentives to foreign private investment, and procedures for establishing joint ventures.

Write: Champaksons, 8A/52, W.E.A., New Delhi 5, India

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Calendar *for international traders*

BOSTON—Jan. 18—Conference and Consultations with U.S. Trade Mission to Ireland and Portugal, 10 am., State Street Bank Bldg.

CHICAGO—Dec. 13—Auto Exporters' Club, Builders' Bldg.

CHICAGO—Dec. 14—Consultations with members of the U.S. Trade Mission to Hungary and Bulgaria, Commerce Field Office.

CHICAGO—Dec. 14—Overseas Licensing Seminar, 3-5 p.m., Light Center. Sponsor: International Trade Club.

CHICAGO—Jan. 12—International Trade Club, LaSalle Hotel.

CLEVELAND—Jan. 5—World Trade Assn. Luncheon.

DETROIT—Dec. 13—Export Marketing Workshop, 9:15 a.m.-12:15 p.m., Federal Bldg. Sponsors: REEC; Commerce Field Office.

DETROIT—Jan. 20-Feb. 2—18th International Heating & Air-Conditioning Exposition, Cobo Hall. Sponsor: American Society of Heating, Refrigerating & Airconditioning Engineers.

DOYLESTOWN, Pa.—Dec. 12—International Trade Development Assn. monthly dinner meeting, 5:30 p.m., Conti Cross Keys Inn. **Speaker: Merritt Freeman, Bureau of International Commerce.**

DULUTH—Dec. 13—Export Club luncheon meeting, Noon, Hotel Duluth. Speaker: H. Robert Diercks, Cargill, Inc.

EUREKA, Calif.—Dec. 16—Forest Products Export Conference, 9 a.m., Eureka Inn.

HONOLULU—Dec. 14—General Export Seminar, 10 a.m., 1022 Bethel St. Sponsors: REEC; Commerce Field Office.

KANSAS CITY—Dec. 22—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

KANSAS CITY—Jan. 10—Meeting for Exporters with a panel of returning business travelers, Advertising & Sales Executive Club. Sponsors: Commerce Field Office; REEC; International Trade Club.

LANSING, Mich.—Dec. 15—Meeting on participation in U.S. commercial exhibitions for Manufacturers of machine tools, food processing equipment and commercial refrigeration equipment, Conference Room, Michigan State Chamber of Commerce. Sponsors: Michigan State Senate Commerce Committee; Chamber of Commerce; U.S. Department of Commerce. **Speakers: Morton Schwartz and Richard Garnitz, Bureau of International Commerce.**

LIMA, Ohio—Dec. 14—Export Expansion Workshop, 10 a.m.-1:30 p.m. Sponsors: Northwest Orient Airlines; REEC; Chamber of Commerce; Commerce Field Office, Cleveland.

MEMPHIS—Dec. 13—World Trade Club, Christmas Party.

MEMPHIS—Dec. 14—In-Office Export Workshop, Federal Bldg. Sponsors: REEC; Commerce Field Office.

MINNEAPOLIS—Dec. 14—World Trade Assn. dinner meeting.

NEW YORK—Dec. 15—Overseas Auto Club meeting, Noon, Summit Hotel.

NEW YORK—Dec. 13—International Executives' Assn., luncheon, Hotel Statler Hilton. **Speaker: Commissioner Gerald D. O'Brien, Office of International Patent & Trademark Affairs.**

NEW YORK—Dec. 15—FCIB Drug, Chemical & Food Export Club Christmas luncheon meeting, 12:15 p.m., Advertising Club.

NEW YORK—Dec. 15—International Executives' Assn., Inc., Christmas Party, 6:15 p.m., Hotel Statler Hilton.

NEW YORK—Dec. 15—Swedish Chamber of Commerce Christmas luncheon, Biltmore Hotel.

NEW YORK—Dec. 20—FCIB Hardware-Auto & Allied Trades Group Christmas meeting and election of chairman for 1967, 12:30 p.m.

NEW YORK—Jan. 31—Businessmen's consultations with members of U.S. trade mission to Libya, Tunisia and Morocco, St. Regis Hotel. Sponsors: American-Arab Assn. for Commerce & Industry; Commerce Field Office.

NEWARK—Dec. 13—International Business Seminar, Robert Treat Hotel. Sponsor: International Business Institute, Rutgers-The State University, New Brunswick. **Speaker: Lawrence A. Fox, Director, Bureau of International Commerce.**

NEWARK—Jan. 19—Profits in Exports Conference, Robert Treat Hotel. Sponsors: World Trade Assn.; N.J. Dept. of Conservation & Economic Development; Commerce Field Office, New York; REEC.

PHOENIX—Dec. 15—In-Office Export Workshop, 10 a.m., New Federal Bldg. Sponsors: REEC; Commerce Field Office.

PITTSBURGH—Dec. 15 — In-Office Export Workshop, 2 p.m., Commerce Field Office. Sponsors: REEC; Commerce Field Office.

PITTSBURGH—Dec. 29—Export Counseling Program, 1-5 p.m., Chamber of Commerce Board Room. Sponsors: REEC; World Trade Council; Chamber of Commerce.

READING, Pa.—Dec. 14—Foreign Traders' Assn. dinner meeting.

ST. LOUIS—Dec. 13—Export Workshop, Federal Bldg. Auditorium. Sponsors: REEC; Commerce Field Office.

ST. LOUIS—Jan. 17—Businessmen's Consultations with U.S. Trade Mission to Hungary and Bulgaria, Commerce Field Office. Sponsors: REEC; World Trade Club; Chamber of Commerce; Commerce Field Office.

SAN FRANCISCO—Dec. 21—Export Finance & Insurance Seminar, 9:30 a.m., Rm. 13450, New Federal Bldg.

WILMINGTON, Del.—Dec. 13—World Trade Conference & Hungary-Bulgaria Trade Mission Terminal Conference, Hotel du Pont. Sponsors: Chamber of Commerce; Port of Wilmington; University of Delaware; Delaware State Development Dept.; Commerce Field Office, Philadelphia.

YOUNGSTOWN, Ohio—Jan. 11—Export Expansion Workshop, 10 a.m.-1:30 p.m., Mural Room Restaurant. Sponsors: Northwest Orient Airlines; Chamber of Commerce; REEC; Commerce Field Office, Cleveland.

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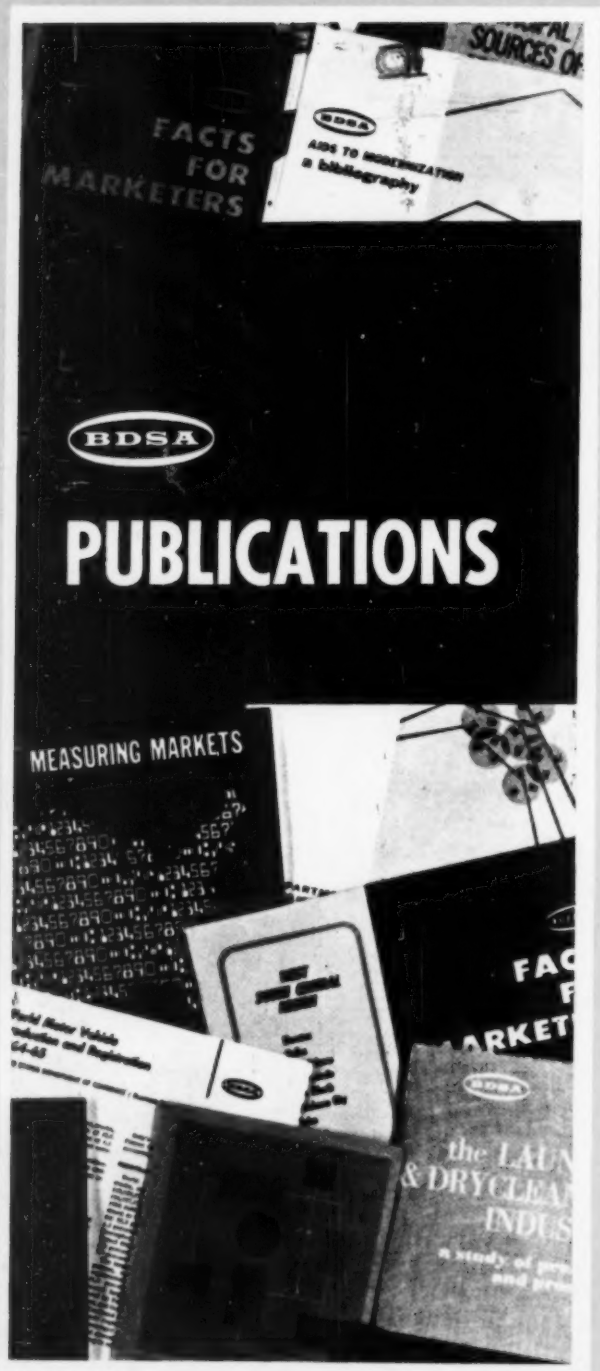

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